Board of Trade Journal

Volume 197, No. 3776 Published by Her Majesty's Stationery Office 30 July 1969

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VOLUME 197. NO. 3776. PAGES 269-336. 30 JULY 1969.
PRICE 2*s.* 0*d.* NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. 01-222 7877.

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Front cover photograph

Theme, said to be the most luxurious carpet produced by Britain's largest volume manufacturers of tufted carpet, was launched this year by Lancaster Carpets Ltd., of Denton, Manchester. The blend, of 80 per cent wool and 20 per cent nylon, is regarded as ideal by carpet makers, giving all the qualities of wool, plus the added strength of, in this case, Bri-Nylon. The carpet illustrated is the rust colourway, Ravel. The technique of making Theme is most intricate, requiring numerous processes. The leafy design is formed by two basic yarn colours, which appear as solid areas, intermingled by mottled areas of the two. The carpet is only sculptured by varying the height of the loops and a final process of random tip-shearing produces interesting tonal variations. In addition to the rust, it is available in seven other colours.

Theme is already finding its way to overseas customers through Lancaster's extensive export operation, which is the largest in the United Kingdom tufted carpet industry. In 1968 Lancaster Carpets overseas sales reached £1 million, or close on 20 per cent of Britain's total tufted carpet exports. A 50 per cent increase is forecast this year. Executives from Lancaster Carpets are constantly travelling to all possible overseas markets, one of the most recent being a 15,000 mile trip to South Africa in a trade mission sponsored by the British National Export Council.

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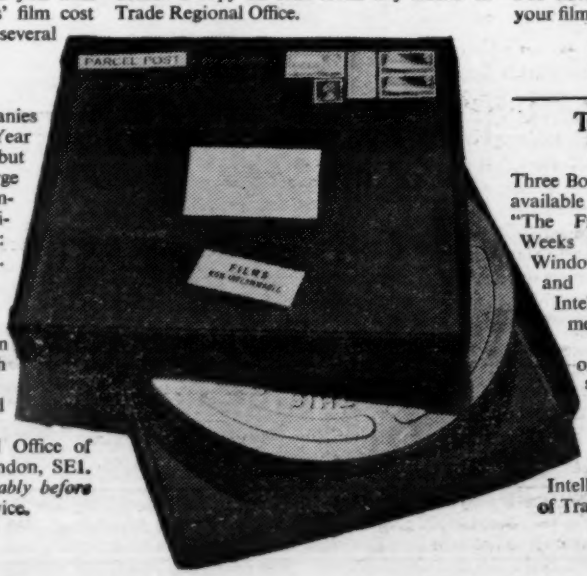

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Electric motor maker drives exports up by one-third.

Winding-up is good business for this efficient Huddersfield company. Its electric motor exports run into millions every year and increased by one-third in 1967, says general export manager Kenneth A. (above right).

Interviewer: Your motors are general workhorses for industry?

Kenneth A: That's so, they're the prime movers for most machinery. We go from fractional h.p. motors up to big 650 h.p. jobs.

Do you find competition fierce overseas?

Kenneth A: Tough, yes, especially from the U.S. and German manufacturers, and Japan is coming up fast. But we are very concentrated producers of a specialised range of electrical products. A lot of our machinery is semi-automated, and this efficiency keeps us competitive.

What's your marketing set-up?

Kenneth A: We have agents in 76 countries, and our own subsidiary selling companies in three major markets—U.S.A., Canada and Germany. These subsidiaries give us a good edge, because technical service is so important in our field. We get orders because our people overseas sweat over getting drawings to customers and make that much extra effort.

Is all your overseas business covered by ECGD?

Kenneth A: Our business through agents has been covered since 1960, and we've recently added the subsidiaries. This was primarily to take advantage of ECGD Bank Guarantees. On a figure of £1 million, say, we could save £10,000 because the Guarantee enables us to borrow at Bank Rate.

Your exports have grown impressively since you first came to ECGD. Any connection there?

Kenneth A: Financial security became more important after the first postwar export boom ended. Immediately after 1945 we were selling in the traditional Commonwealth markets, usually with companies we knew very well. But that all ended in the fifties, and we had to move into much less familiar markets. We soon felt the cold, and had to have ECGD cover if we were to expand.

You've certainly expanded in North America. Do you find ECGD's New York office useful?

Kenneth A: It's a help, the ECGD man there having underwriting powers up to certain figures. We find this speeds things up a lot.

Your exports were a record last year. What now?

Kenneth A: We were up by a third last year. Now we're consolidating for the next surge forward.

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Trade with East Germany

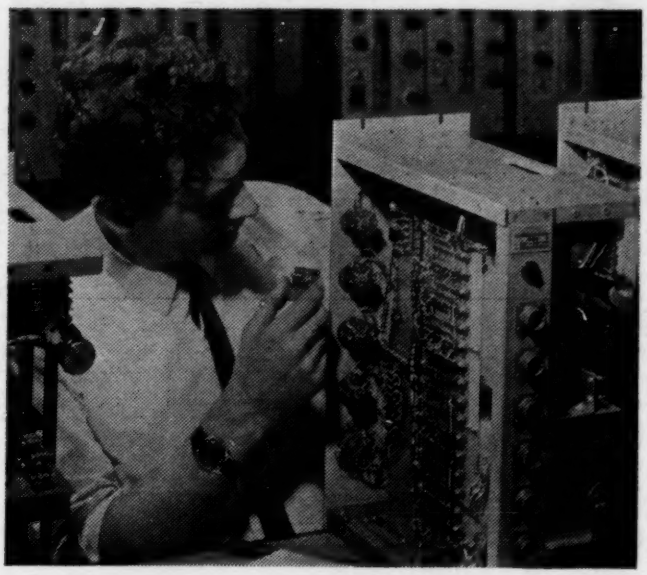
By E. S. Taylor, Confederation of British Industry

General

THE AREA covered by East Germany is 41,659 square miles and its population is estimated at 17.1 million. East Berlin has a population of approximately 1.1 million. Other principal towns are Leipzig, Dresden and Karlmarxstadt (formerly Chemnitz). Britain, in common with her NATO Allies, does not recognize the East German authorities as a government, nor the existence of a state in East Germany. There is, therefore, no British diplomatic or consular representation in East Germany. It is, however, the United Kingdom Government's policy to further trade with East Germany, and to this end unofficial trade arrangements are negotiated annually between the Confederation of British Industry and the East German Chamber of Foreign Trade.

Economic

In spite of serious economic difficulties, not least among which were the enforced payment of huge 'reparations' to the USSR immediately after the war, a lack of raw materials (apart from potash, copper and brown coal) and the imbalance caused by the post-war partition of Germany, the East German economy has made considerable progress in recent years. It has also had to overcome the difficulties of a diminishing labour force, administrative inertia and self-imposd restrictions. Before the last war the highly developed secondary industries in eastern Germany were dependent on Ruhr coal and steel. Since then, however, East Germany has developed a heavy industrial base of its own (steel, engineering and transportation equipment) and has gone some way towards becoming self-sufficient in food. It is now by most accepted standards the most economically developed country in Eastern Europe, with the obvious exception of the Soviet Union, and although it lies some way behind the Federal Republic, it currently occupies a position about twelfth in the world league table of industrial nations.



A batch of electronic equipment designed as part of a comprehensive metering and proving system for leak detection and flow measurement in an East German liquid ammonia pipeline during final assembly at the Gloucester works of Kent Instruments (Stroud) Ltd. (George Kent Group). An engineer is shown here fitting an individual circuit to one of the seven totalizers to be employed in displaying, recording and relaying by telemetric link, details of all aspects of the liquid flow in terms of volumetric units.

Industry

East German industrial production lies mainly in the following fields: chemicals, machine tools, plant manufacture, shipbuilding, electronics, scientific instruments, electrical engineering, automation, agricultural machinery and metal working. Efforts are being made to increase output and the development of the automation industry is given a high priority. Modern production methods are encouraged and are leading to a greater demand for better management methods in the factories. As management improves it is being given greater freedom to make decisions. There is a general drive to make people more technically minded. Exports must be made more profitable and market research abroad will be undertaken by the industrial enterprises.

The purchase and sale of industrial licences is gaining momentum. The Foreign Trade Corporation LIMEX is basically responsible for negotiating contracts in this category but the manufacturing enterprises have begun to conclude such transactions direct. East German industry has expressed hopes that the sale and purchase of technological know-how will be on a two-way basis. Laws introduced in January 1968 will mean that enterprises must assume greater responsibility for investment and efficiency.

Economic Plan 1966/70

The current 5-Year Plan is designed to raise the national income by 30 per cent, investment by 50 per cent and industrial production by nearly 40 per cent above the 1965 level. It is aimed to concentrate efforts towards achieving a high production increase particularly in electrical engineering and electronics, in automation and the construction of scientific appliances, in the chemical industry, in the secondary processing stage of the metallurgical industry and in branches of the machine building and light industry. Rationalization is much emphasized and this may result in a narrowing in the production range of the country's manufacturing output. Agriculture is to become more mechanized. Foreign trade turnover is to be increased from Marks 24,000 million in 1965 to Marks 35,000 million by 1970. In addition to essential raw materials and certain foodstuffs, imports of highly productive machinery and equipment are to be given priority.

The plan for 1969

National income is to increase by 6 per cent over the level achieved in 1968 (planned increase of 5.4 per cent in 1968); production of industrial goods by 7 per cent (planned increase of 6.4 per cent in 1968); gross agricultural production by 5 per cent (planned increase of 2.7 per cent in 1968); investment by 11 per cent (planned increase of 10.7 per cent in 1968); foreign trade by 10 per cent (planned increase of 7 per cent in 1968), and the stock

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TRADE WITH EAST GERMANY, *continued*

of goods tby 4.7 per cent (planned increase of 3.9 per cent in 1968). In general terms the East German economy in 1968 appears to have done well and most of the planned targets were achieved.

Foreign trade

Exporting enterprises in the manufacturing field will, under reforms recently introduced, be expected to deal direct with potential foreign suppliers or buyers. But to ensure that there is confirmation to the overall economic plan this seems likely to be done under the direction of the various industrial ministries – particularly where contracts for the import of expensive plant have to be placed abroad – and the Industrial Associations of Nationally Owned Factories (VVB's). The latter comprise groups of manufacturing units producing similar or complementary goods and there is close co-operation between them and the various Foreign Trade Corporations which seek to bring about the modernization of those production units essential to the economic structure of the country. A system of incentives is being put into effect to encourage firms to export. Firms which export will now no longer receive the home market price, but the East German mark equivalent of the full export price (foreign currency can only be held by the State). If this price is less than the home price, the firm will receive subsidies making up the difference; if it is more, the firm will be entitled to keep part of the extra profit. Higher bonuses will be paid to firms whose exports earn the more desirable foreign currencies.

It is planned to allow manufacturing units to import direct but such transactions will be tied to their export performance. Where enterprises exceed the export target fixed by the Central Authorities, they will be permitted to retain 70 per cent of the value of the excess to spend on additional imports. If on the other hand an enterprise's imports are higher than planned the position must be corrected or its exports increased. If the enterprise cannot balance its import/export account it will be made to pay a high interest rate on the foreign currency debt, which must be cleared within the calendar year following the one when the debt was incurred. The supply of credit to industry is controlled by the Bank for Industry and Commerce (Industrie und Handelsbank).

East Germany is a member of COMECON and Soviet Russia is by far her largest foreign trading partner. East Germany's external trade with COMECON countries is regulated by bilateral trade agreements. Her trade with non-communist countries is generally conducted through unofficial foreign trade organizations or banks in the private sector under periodically renewable arrangements. The main exception to this procedure is the Federal Republic of Germany (together with West Berlin) which, in spite of the political difficulties of inter-German relations, constitutes, after the USSR and Czechoslovakia, East Germany's third major trading partner. This 'interzonal trade' is conducted through special offices in East and West Berlin.

United Kingdom/East German trade

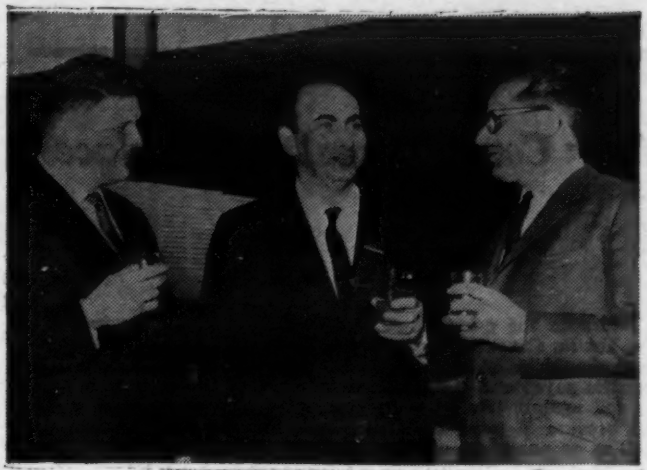
In the absence of diplomatic recognition an official bilateral trade arrangement has been negotiated annually since 1959 between the Confederation of British Industry and the East German Chamber for Foreign Trade. KFA Ltd. of 27 Albemarle Street, London, W.1, are affiliated to the Chamber and handle trade inquiries in the United Kingdom. They are particularly but not exclusively concerned with promoting East German exports to the United Kingdom.

The level of trade in recent years has been:

£ million

	1962	1963	1964	1965	1966	1967	1968
U.K. Imports (c.i.f.)	6·6	7·5	10·4	12·0	13·6	12·2	17·6
U.K. Exports (f.o.b.)	7·2	6·9	5·1	8·1	15·9	13·6	11·7

Principal United Kingdom exports are machinery and transport equipment, manufactured goods including iron and steel and non-ferrous metals. Imports from East Germany consist mainly of chemicals (including fertilizers), various manufactures and crude materials. At present the East Germans seem to be particularly



The H. E. Samson Group's steel stockholding service and processors' centre at Colnbrook, Bucks., has a growing export market to East European countries for its steel strip coils. Picture taken at a London meeting to discuss further shipments to East Germany shows (left to right) Mr. H. Albrecht, sales manager DIA Invest, the East Germany machinery export organization, Mr. H. E. Samson, H. E. Samson Group chairman and managing director, and Mr. F. Wartzel, director, KFA, the East German Chamber for Foreign Trade.

Photographed on an East German road is one of 166 Leyland Reivers now operating in that country. The Reivers, fitted with Duromin Bulkmobile bodies carry animal feedstuffs for a state-owned firm.

interested in purchasing chemical plant and computers in the United Kingdom.

Exhibitions

The East Germans encourage potential foreign suppliers to exhibit at the annual Leipzig spring and autumn fairs (March and September respectively). The former has been for some years much the larger and more important, embracing all industrial products displayed mainly in trade sections, but the autumn event, which hitherto has been largely confined to consumer goods, is now being extended to embrace chemicals and other products. The spring fair is usually well supported by British industry. The Leipzig Fair Agency at 25 Dover Street, London, W.1, is responsible for selling space at both events.

Travel*

British subjects wishing to visit East Germany or East Berlin must be in possession of a tourist or entry visa. (No visa is required for day visits to East Berlin from West Berlin.) Visa application forms can be obtained from certain travel agents or from the following address in East Berlin: Reisebüro der DDR, Generaldirektion, Abteilung für besuchsweise Einreisen, X 104 Berlin, Friedrichstr. 110-112. Transit visas (required to cross East Germany to visit West Berlin or neighbouring countries) are obtainable without prior application at border crossing points.

* Because there are no British diplomatic or consular officials in East Germany or East Berlin it is not possible to undertake the protection of British subjects who may encounter difficulty there. British travellers therefore enter East Germany or East Berlin on their own responsibility and at their own risk. This applies particularly to persons who were born in Germany or who at any time possessed German nationality. A Memorandum on travel to East Germany and East Berlin is available from the Board of Trade, CRE Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Extn. 2258 or 3463).

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

Tariff on imports of cotton textiles from Commonwealth to replace quotas in 1972

IN THE HOUSE OF COMMONS on July 22, Mr. Anthony Crosland, President of the Board of Trade, made the following statement:

'The Government have now completed their examination of the Textile Council's Report on Cotton and Allied Textiles.

'The report addressed a number of recommendations to both the Government and the industry, and these have been the subject of continuing consultations with the council.

'The recommendations to the industry concerned in particular the need to increase the rate of re-equipment, to extend multi-shift working, and to develop closer technical and commercial links between the different stages of production and marketing. I attach great importance to these three requirements, and I am working closely with the Textile Council on their implementation.

'The main recommendations to the Government concerned future policy on imports and financial assistance to encourage re-equipment.

'On import policy, the council recommended that the present quota system should be replaced by a tariff on imports of cotton textiles from the Commonwealth preference area at a rate not less than 85 per cent of the most-favoured-nation duties. Of cotton cloth, the main item of trade, this would mean a duty of 15 per cent. The council believe that a tariff would be a better solution both for the industry and the country than a continuation of quotas. It would offer a margin of protection that was both stable and predictable, so enabling the industry to plan ahead with confidence. A continuation of quotas, on the other hand, would not give the industry the confidence or the incentive to undertake the investment needed to make it more competitive.

'Imports of cotton textiles into Britain, the greater part of which enter duty-free, have now reached 53 per cent of total domestic consumption. This is a far higher proportion than in any other major developed country. In these circumstances we have the alternative of re-negotiating the present unsatisfactory quota arrangements, or adopting a tariff which would be broadly in line with those of other developed countries. The Government have decided that the right course is to introduce, as from January 1, 1972 a tariff on imports from the Commonwealth preference area on the lines proposed by the Textile Council. From that date the existing general quota system would be terminated; and the Government would consider the use of quotas only on particular products under the Long Term Cotton Arrangement of the GATT, and only if total imports of cotton textiles rose significantly above the present level and caused disruption to the market in those particular products. These decisions would, of course, be subject to any modifications that might be required if we joined the EEC.

'In reaching this decision I have taken account of the fact that a number of countries in the Commonwealth have rights to duty-free entry into the United Kingdom market; and I shall now initiate the necessary discussions with the Governments concerned. I am equally conscious, on the other hand, that cotton textiles have long been treated internationally as a special case; and this decision will not create a precedent for further departures from our traditional policy on Commonwealth trade in advance of any general change of system which may be required by our entry into the EEC.

'The effect of the new arrangement should be to reduce imports from the developed countries which have benefited markedly from the existence of quota restrictions on imports from the developing countries. There is no reason to think that, with the possible exception of India, the developing countries of the Commonwealth generally will be able to export less to Britain over a tariff of this amount than they would under a continuation of the quota system. So far as India is concerned, the Government will, when the time comes to determine the level of aid to India after 1972, take into account, against the background of India's general aid requirements at that time, any adverse effects on her exports arising from the tariff.

'I turn to the question of financial assistance to the industry. The Textile Council proposed that firms in the traditional textile areas should be offered the 40 per cent rate of investment grant which is payable in the development areas. The Government have decided against this both on general grounds of regional policy and because in present circumstances, including in particular the position on public expenditure, we would not be justified in singling out this industry for financial assistance on such a scale.

'The council also proposed that plant worked on a multi-shift basis should qualify for a higher than normal annual allowance for depreciation. The Government attach importance to any proposal which might increase the ultilization of new machinery, and they are prepared to consider an application by the Textile Council for an increase in the depreciation allowances on textile machinery.

'In addition, the two consultants whom I have appointed to advise me on mergers between medium and small sized firms in the industry are in close touch with the IRC. They have seen more than 70 firms, and enough progress has been made to enable the IRC to begin discussions on prospective mergers.

'The proposal to replace quotas by a tariff forms an essential part of a developing policy designed to help this industry to survive and compete in an international environment. I have already announced decisions on the structure of the industry which should give the large firms the stability they need to proceed with their internal reorganization and integration, while encouraging a much-needed process of amalgamation amongst the small and medium firms. Today's decisions carry the policy a crucial stage further. Successive Governments have failed to come to grips with the industry's basic problems; and the industry itself has failed to adapt sufficiently to changing circumstances. I hope that the decisions that I have announced, provided they are accompanied by a clear determination on the part of both sides of the industry, to carry out the changes recommended by the Textile Council, will enable the Lancashire textile industry once again to take its place in the forefront of British industry.'

Notes:

Quotas were imposed on imports of cotton textiles from the developing countries (India, Hong Kong, and the global countries) for the five-year period ending on December 31, 1970. The quotas are based on average imports in the three years 1962-64 and increase by 1 per cent per annum. India and Hong Kong have separate bilateral quotas: the global quota covers all other countries except Japan and Eastern Area countries (whose cotton textile exports are limited under the respective trade agreements), EEC, EFTA, North America and Australasia.

In 1968, United Kingdom imports of cotton textiles from all sources supplied 53 per cent of consumption in this country; imports from restricted countries supplied 34 per cent. These proportions are much higher than in other major developed countries. 59 per cent of all imports, and 93 per cent of imports from restricted countries, entered duty-free from the Commonwealth.

The most-favoured-nation duties on cotton textiles are 7½ per cent on yarn, 17½ per cent on cloth, and 20 per cent on most garments. These rates will not be reduced under the Kennedy Round. Imports from the Commonwealth preference area (which includes South Africa, Burma and the Trucial States) EFTA and the Irish Republic are admitted free of duty.

The proposed rates for the Commonwealth preference area, to come into effect on January 1, 1972, are approximately 6¼ per cent on yarn, 15 per cent on cloth and 17 per cent on most garments. This is 85 per cent of the mfn rate. The margin of Commonwealth preference on cotton textiles would then be the same as on man-made fibre textiles. The Government will be discussing the proposal with the countries concerned in the Commonwealth preference area, some of whom have contractual rights to duty-free entry into

the United Kingdom market. Cotton textiles produced in EFTA and the Irish Republic will continue to be duty free.

This tariff will be a new departure in our traditional relationship with the Commonwealth. However, the Government has made it clear that they do not intend to set a precedent for duties on other Commonwealth products. Cotton textiles have for many years been regarded internationally as a special case.

The intention is to extend the present quota controls, which expire at the end of 1970, for the year 1971. On January 1, 1972, the quantitative restrictions would be replaced by the tariff on the Commonwealth. The coverage of the tariff will include developed Commonwealth countries not now subject to quota. On the other hand, the restrictions will be removed on imports from certain foreign countries, whose exports to the United Kingdom are at present subject to quotas as well as the tariff.

The Textile Council accepts that there can be no question of reimposing comprehensive quota controls, once the tariff comes into force. As the President said in the House, consideration would only be given to the reintroduction of quotas *on particular products*, under the international agreement on cotton textiles then in force, if *total* imports of cotton textiles rose significantly above the present level, and at the same time there was *market disruption in these particular products.*

The Textile Council is a statutory body set up under the Industrial Organization and Development Act 1947. It consists of representatives of both employers and employees in the industry and has three independent members, including Sir James Steel, the chairman. The recommendations were based on the conclusions of the Textile Council's Report on Productivity and Efficiency. This study was undertaken at the request of the Board of Trade. The Report was published on March 31 and its conclusions were endorsed by the industry at the Nottingham Conference on April 18-20.

Cotton and Allied Textiles Industry Training Board reconstituted

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has reconstituted the Cotton and Allied Textiles Industry Training Board for a further three years from July 20. This is the Board's second term of office.

Mrs. Castle has reappointed Mr. J. M. H. Grey as chairman and named 19 other members. These include four new employer members: Mr. G. Battersby, chief executive, Combined English Mills (Spinners) Limited; Mr. P. A. Blamires, director, Brocklehurst-Whiston Amalgamated Limited; Mr. J. R. Hunter, director, Bleachers' Association; and Mr. R. J. Kerr-Muir, director, Courtaulds Limited; and two new employee members: Mr. A. Howcroft, general secretary, General Union of Associations of Loom Overlookers; and Mr. J. Madden, district organizer, National Union of Dyers, Bleachers and Textile Workers.

New address for BoT Export Licensing Branch

THE NEW address of the Board of Trade's Export Licensing Branch is: Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877).

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel,* 01-222 7877, *Ext.* 2479/2480).

'Substantial increase in trade with Brazil'

– the President

'LAST YEAR saw a very substantial increase in the level of trade between this country and Brazil,' said Mr. Anthony Crosland, President of the Board of Trade, at the luncheon in London of the Brazilian Chamber of Commerce and Economic Affairs in Great Britain on July 24. 'Our exports went up from £20 million to £45 million, and Brazil became our largest customer in the whole of Latin America. And I am glad to say that this year the figures have been even better – comparing the first five months of this year with the same period last year, our exports have risen by a further 33 per cent. This is very encouraging progress, and shows that our neglect of the valuable and rapidly expanding Brazilian market is now becoming a thing of the past. But I am sure that we can do still better in the years ahead.

'In this upsurge of United Kingdom trade with Brazil, the Export Credits Guarantee Department has played a decisive part. Last year, for example, ECGD guaranteed a loan of almost £16 million to provide British marine equipment for 35 merchant ships to be built in Brazil's shipyards.

'There was also the loan – up to £31 million – again dependent on an ECGD guarantee, to cover steelwork and construction services for the important Rio-Niteroi bridge. Then only last week an ECGD-backed loan agreement for £34 million was signed with Petrobras to supply British equipment, as well as engineering and construction services, for new oil installations and extensions of existing plant.

'These are just three striking examples of a massive though largely unseen operation for encouraging the flow of British goods to Brazil. They show that Britain *can* supply the goods Brazil needs on satisfactory terms.

(*Continued on next page*)

£23 MILLION CONTRACT FOR BRAZIL

General Adolpho Dieguez, finance director of Petroleo Brasileiro SA (centre), signing a £23 million contract for equipment and services for several major capital projects in Brazil with Brefcon International Limited, London. Brefcon chairman, Mr. J. H. N. Thompson (right) and managing director, Mr. J. L. Galloway (left) and Petrobras consultant, Dr. H. Lima Rocha (rear) look on. The Brefcon contract covers the supply of United Kingdom manufactured equipment plus a contribution towards local Brazilian costs and may include a 'turnkey' contract to engineer, construct and commission a steam power station of 22.5 MW capacity. The contract was the subject of the largest financial guarantee signed by the ECGD since the introduction of the facility in 1961 (*see* Board of Trade Journal *July* 23, *page* 205).

INCREASE IN TRADE WITH BRAZIL, *continued*

'British direct exports to Brazil are, of course, extremely important, but we can also make a big contribution to Brazilian development by entering into licensing and joint venture agreements with Brazilian companies and organizations. This important aspect of trade was discussed at a very successful conference earlier this month which was arranged by the British National Export Council's Committee for Latin America. As you know, the United Kingdom has traditionally invested substantial sums overseas. In our present balance of payments difficulty, there is, however, clearly a limit to the overseas investment which we can afford. For this reason overseas investment to countries in the non-sterling area, including Brazil, is subject to exchange control regulations. But the object of these regulations is not to prevent worthwhile overseas investment or joint ventures, but rather to ensure that they are financed in a way which will not adversely affect our balance of payments or foreign exchange reserves. That the exchange control regulations do not prevent overseas investment is proved by the very high level of British direct investment overseas in recent years. In the last three years (1966/68), for example, British direct investment overseas has amounted to no less than £929 million, which represents a 15 per cent increase over the total in the preceding three years. I am particularly pleased that British direct investment in Brazil, the total book value of which now amounts to well over £50 million, has been growing steadily over the last few years. In 1965 it was £3.7 million, in 1966 £5.7 million, and in 1967, the last year for which we have figures available, it was £6.4 million. So you see investment in worthwhile projects is not only feasible, but is actually occurring on a considerable scale.

Recent developments in Government aid to exporters

—Mrs. Dunwoody

RECENT WAYS in which the Government can help exporters were summarized by Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, in a speech to the Overseas Trade Committee of the British Plastics Federation on July 22.

Earlier, Mrs. Dunwoody paid tribute to the plastics industry's fine exports record, especially in plastics raw materials. 'These have a spectacular growth performance,' she said, having risen from some 172,000 tons 10 years ago when your committee was formed to 433,000 tons last year with one-third of the output being exported. Your committee has, I know, contributed significantly to this achievement, for example, by sponsoring inward and outward missions and surveyors of export opportunities in growth areas such as Australasia and the Far East. In this I know that you have enjoyed the assistance of the British National Export Council whose deputy director, Mr. Heygate, is among the guests tonight.'

Mrs. Dunwoody said that Government policy continued to be the encouragement of industry to export, by providing services to exporters, but with the greatest assistance to those exporters who clearly had the best prospects of substantial increases in their exporting success. 'Some recent developments,' she said, 'in this direction include:

'First, the strengthening of our Overseas Projects Group at the Board of Trade to co-ordinate more effectively the exchange of information about prospective overseas projects and likely competition from foreign suppliers, and the coming together of consortia of British firms for such contracts; they work closely with various parts of the Government machine, and between it and the nationalized industries, consultants and manufacturers.

'Second, an experimental scheme of employing at some regional offices part-time marketing specialists to advise firms on their organization for overseas marketing and on their individual marketing problems.

'Third, the study, now well advanced, of using a computer to speed up the distribution to industry of information on opportunities for exporters that our Export Services Branch receive daily from our posts overseas.

'Fourth, the setting up of a Group Export Representation Unit to help small exporters to find, set up and share the cost of sales representative overseas, particularly where there are local difficulties in finding suitable agents, or where it would be uneconomic to have their own representative, branch or subsidiary.

'Fifth, the extension of ECGD "buyer credit" transactions of £1 million or more for exporters of United Kingdom capital goods and services – this the President announced in the House on May 23.

'Sixth, a revised form of advertising by the Board in the form of briefs for established exporters, not only on particular markets and specific opportunities, but also featuring aids to exporting such as the recent series about "Reaching Overseas Audiences", about the use of film as a selling aid in exporting. Others will be on the advantages of containerization and of air transport.

'A very large part of all such services are made available free. But the Board cannot help unless it knows what assistance is needed. In other words what is essential is that we should really set up a successful partnership.'

Revised tariff on beef and veal

MR. ANTHONY CROSLAND, President of the Board of Trade, announced in the House of Commons on July 23 a revised tariff on beef and veal. Mr. Crosland said: 'After considering the views expressed by the various home and overseas interests, I have decided to recommend that the present 20 per cent duty on boned or boneless beef and veal in fresh, chilled or frozen form be reduced to 5 per cent with effect from October 1, 1969. I will review the new rate in the light of experience'.

The existing duties are:

	Full	Commonwealth
Beef and veal:		
(a) Boned or boneless	20%	Free
(b) Other:		
(i) Chilled	¾d. per lb.	Free
(ii) Fresh or frozen	¾d. per lb.	Free

These duties were introduced in 1937.

Since 1937, the *ad valorem* incidence of the specific duties has fallen to a level of about 2½ to 3 per cent. The 20 per cent duty on boned and boneless beef has remained unchanged but only between 2 per cent and 5 per cent of total UK imports have been subject to this higher rate in recent years. When the choice to send bone-in or bone-out beef is removed from certain countries with effect from October 1, however, all supplies from these countries would have to pay the higher rate or cease altogether.

When announcing on May 1, 1969 the Government's decision to limit imports of beef from countries where foot and mouth disease is endemic, to boneless beef and processed offals as from October 1 next, the Minister of Agriculture stated that 'We propose to reduce the relatively high tariff of 20 per cent on boneless beef so that a reasonable level of trade may flow, and will have the necessary consultation to this end'.

The countries where foot and mouth disease is endemic are Argentina, Brazil and Uruguay. Argentina and Brazil are the only such countries from which imports of beef are made at present; imports from Uruguay were temporarily banned on health grounds with effect from June 14, 1969.

Imports of bone-in beef from countries affected by the ban have in recent months accounted for about two-fifths of total UK imports of beef or around one-tenth of total UK supplies.

The Board of Trade have statutory responsibility under the Import Duties Act 1958, to make recommendations to the Treasury for the reduction of import duties. It is intended to introduce the new duty by means of an Order to be laid before the House of Commons, subject to negative resolution, and coming into operation on October 1, 1969.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal ***under the heading 'Information for Exporters'. Fuller information is also provided in the*** Export Service Bulletin, ***which is published by the Export Services Branch of the Board of Trade.***

Committee of Inquiry on Small Firms

MR. ANTHONY CROSLAND, President of the Board of Trade, in answer to a Parliamentary Question on July 23, announced the membership and terms of reference of a Committee of Inquiry on the role and problems of small firms. They are as follows:

Chairman: Mr. John E. Bolton, chairman of Growth Capital Ltd., and former chairman of the Council of the British Institute of Management.

Members: Mr. E. L. G. Robbins, vice-chairman of the Industrial Training Foundation; Professor J. H. E. Tew, Professor of Money and Banking at the University of Nottingham; Mr. L. V. D. Tindale, director and general manager of the Industrial and Commercial Finance Corporation.

Terms of Reference: To consider the role of small firms in the national economy, the facilities available to them and the problems confronting them; and to make recommendations. For the purpose of the study a small firm might be defined broadly as one with not more than 200 employees, but this should not be regarded as a rigid definition.

In the course of the study it will be necessary to examine in particular the profitability of small firms and the availability of finance. Regard should also be paid to the special functions of small firms, for example as innovators and specialist suppliers.

Notes:

The President announced his intention to set up this committee on April 17 following discussions with the CBI.

The terms of reference cover all small firms in industry and commerce and it is hoped that the committee will concentrate on matters of widespread interest and concern.

There are also certain matters of concern to small firms, for example, in the field of taxation, which are, or have recently been, under consideration elsewhere. The committee will need to take account of such work but it should not be necessary to cover all the ground afresh.

It is hoped that the committee will report within 12 months.

Holiday Accommodation—Trade Descriptions Act

IN THE HOUSE OF COMMONS on July 23, a question was addressed to the President of the Board of Trade, asking what steps he is taking to ensure that travel agents or hotel-keepers do not misrepresent the holiday accommodation they are offering.

Replying for the Board of Trade, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, said:

'It is already an offence under the Trade Descriptions Act for such people knowingly or recklessly to make a statement in this country which is false to a material degree as regards the provision or nature of services, accommodation or facilities, the location or amenities of accommodation, and certain other matters. I hope that holiday makers who have reason to think that such false statements have been made, whether in brochures or otherwise, will report the facts to the appropriate local weights and measures authority, who are responsible for enforcing the Act.'

ECGD backs £18½ million contract for Hong Kong harbour tunnel

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering a loan for the construction of the four-lane vehicular tunnel between Victoria on Hong Kong island and the city of Kowloon.

The HK $272.5 million (approximately £18½ million) contract, for which the financial agreement in principle was announced in April of this year (see *Board of Trade Journal*, April 25, page 1166) is between a consortium led by Costain International Ltd., a subsidiary of Richard Costain Ltd. and The Cross-Harbour Tunnel Co. Ltd. The present scheduled date for completion of the project is September 1972.

The loan of £14 million, which represents 75 per cent of the contract cost, is being made available by Lloyds Bank Ltd. and is repayable over a period of seven years from the scheduled date of completion of the tunnel.

The financial agreement between Lloyds Bank Ltd. and the Tunnel Company contains provision for the financing of an associated contract, expected to be signed shortly, between The Cross-Harbour Tunnel Co. Ltd. and the consulting engineers Scott Wilson Kirkpatrick & Partners (in association with Freeman Fox & Partners) for engineering services in connection with the tunnel. The financing of this contract will raise the guaranteed loan to a maximum value of £14¾ million.

The Board of Trade Journal *issue of July 9 reported the signing of a £22 million contract between a British consortium under the name of the Taylor Woodrow Irrigation Group and Industrial Import, the Rumanian State Enterprise for Foreign Trade for the construction of the 300 sq. mile SADUVA-CORABIA irrigation project. The photograph taken at a lunch folowing the signing ceremony shows (left to right): Mr. C. Freud of Industrial Import, Rumania; Mr. R. Sternberg, chairman of Dominions Export Co. Ltd. and chairman, British Agricultural Export Council; Mr. A. Greceanu, general manager, Industrial Import; Mr. R. E. Aldred (standing), managing director of Taylor Woodrow International Ltd. and vice-chairman of the Council of the Export Group for the Constructional Industries, and Mr. D. S. Laskey, British Ambassador in Bucharest. Madam J. Stefanescu, Industrial Import, and Mr. J. Harbord, director English Electric-AEI Projects Ltd., have their backs to the camera. The British Agricultural Export Council has been closely associated with the project since its inception. A BAEC delegation, led by Mr. Sternberg, identified the project on a visit to the Rumanian Higher Council for Agriculture in July 1967. They subsequently organized a visit to the country of a Rumanian delegation, and the chairman led a fact finding mission from among the consortium to Rumania last year.*

Royal Worcester Industrial Ceramics Limited, of Tonyrefail, Glamorgan, have appointed their first agents in South Africa, following the recent South African trade mission arranged by the Development Corporation for Wales. In the photograph are, left to right, Mr. Lyn T. Davies, managing director of Royal Worcester and Mr. Charles Elvey, agent in Johannesburg, during a tour of the South Wales factory which took place soon after the mission's return to the U.K. The firm produce alumina ceramics for a wide variety of industries, including textile manufacture, wire-drawing, electronics chemical and nucleonic engineering.

This picture was inadvertently published last week over a description of the York Trailer Company's export order for over a million dollars worth of ISO containers.

Monopolies Commission report on rods for cigarette filter tips

THE REPORT of the Monopolies Commission on the supply and export of rods for cigarette filter tips was published on July 24.

The Commission was asked by the Board of Trade in May 1967 to investigate whether monopoly conditions, as defined by the monopolies legislation, existed in this industry and, if so, to consider whether the monopoly or any practices followed in connection with it, were against the public interest. Broadly, 'monopoly conditions' prevail as regards supply in the United Kingdom where at least one-third of the supply of a commodity is in the hands either of a single firm or a number of firms which so conduct their affairs as to restrict competition; and there are analogous provisions relating to exports.

The Commission finds that monopoly conditions prevail both as regards the supply and the export from the United Kingdom of rods for cigarette filter tips; and that a single firm, Cigarette Components Ltd., was responsible in 1967 for about 83 per cent of total production in the United Kingdom. The Commission finds however no grounds for serious criticism of Cigarette Components' actions or policies or of its monopoly positions in either the home or the export markets. The Commission says that there is little room for argument as to the high standards of Cigarette Component's performance up to the present in resect of the quality of its products, its deliveries and commercial and technical services to customers, or its willingness and ability to adapt itself to changing requirements. As regards the high rate of profit achieved by the company in some recent years, the Commission says that this is due to and justified by the skill with which it has exploited the possibilities open to a specialist producer in a trade subject to a high degree of risk particularly because its customers are all capable of undertaking production of filter rods themselves; the Commission add that a competitor (the Cumberland Filter Company, which is part of the Courtaulds group) has entered the field and, if competition proves to be effective, Cigarette Components' future profits may well be different.

The Commission concluded that neither the monopoly itself, nor anything done by the parties concerned as a result of or for the purpose of preserving monopoly conditions, operated or might be expected to operate against the public interest.

Copies of the Monopolies Commission Report 'A Report on the Supply and Exports of Cigarette Filter Rods' (HC Paper 335) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 9s. 6d., or by post, price 10s., from HMSO, PO Box 569, London, S.E.1.

Consideration of mergers by the Board of Trade

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

Doverstrand Limited and Butakon Interests of ICI
Gerrard & Reid Ltd. and The National Discount Co. Ltd.

Export licensing of nickel and nickel bearing materials

THE BOARD OF TRADE announce the temporary extension of the Export of Goods (Control) Order 1967 to include nickel and alloys containing 30 per cent or more of nickel in Form 1, and nickel oxide sinter. On and after July 26, 1969 all exports of these materials will be subject to licensing control. This measure has been made necessary by the curtailment of production, owing to a labour dispute, of the world's major nickel supplier in Canada.

The extension is made by the Export of Goods (Control) (Amendment) Order 1969, which will come into force on July 26, 1969. Copies of the order will be available shortly from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches.

Note:

Nickel has been in short supply for the past three years, mainly as a consequence of the six weeks' strike in 1966 at the Canadian plants of the world's major nickel producer (The International Nickel Company of Canada). The resulting shortage was made more acute because of low stocks before the strike and the unexpectedly rapid increase in world consumption of nickel.

The United States Department of Commerce have already banned the export of primary and secondary nickel because of the current labour dispute at INCO's Ontario plant.

The Export Control Order defines Form 1 as meaning – anodes, balls, bars (including notched bars, wire bars and bar ends), billets, blocks, blooms, briquettes, cathodes, cakes, crystals, cubes, dice, grains, granules, ingots (including ingot bars and ingot discards), lumps, pellets, pigs, powder, rondelles, shot, slabs, slugs, sponge and sticks.

Application for drawback of duty on imported leather

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

Imported material:

Tanned calf leather suitable for drafting bands.

Exported goods:

Drafting bands of a kind used for textile machinery.

Any interested party wishing to support or oppose this application should do so in writing to the Tariff Division, Board of Trade, 2 Central Buildings, Matthew Parker Street, London, S.W.1, not later than August 15, 1969.

Note:

An existing order permits the allowance of drawback of duty on imported chrome tanned or dressed vegetable tanned calf leather, when exported as drafting bands of a kind used for textile machinery. The effect of granting this application would be to extend relief to all imported tanned calf leather (whatever the tannage) when exported as textile machinery drafting bands.

Applications for temporary exemption from import duty

THE BOARD OF TRADE is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 13, 1969.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.33	Sodium bromide which, in the form in which it is imported, loses not more than 1% of its weight on drying at 105°C, contains (a) not less than 92% by weight and not more than 96% by weight of total bromides estimated as NaBr, (b) aluminosiliceous material equivalent to not less than 0·3% by weight and not more than 0·5% by weight of Al_2O_3 and to not less than 1·5% by weight and not more thaa 2·5% by weight of of SiO_2 and of which not less than 90% by weight passes a sieve having a having a nominal width of aperture of 150 microns.	Sodium Bromide	December 31, 1969	6911

Note: Withdrawal of Application

Interested parties may wish to know that the application for temporary exemption from import duty of 2-*tert*Butyl-p-cresol (OH at 1) (29.06) published on page 1745 in the *Board of Trade Journal*, June 25, 1969, has been withdrawn.

BoT factory at West Auckland taken over

MR. ANTHONY CROSLAND, President of the Board of Trade, announced on July 22 that J. Raistrick and Sons Ltd. are to take over a vacant 8,000 sq. ft. Board of Trade factory on the West Auckland Estate, administered by the English Industrial Estates Corporation. J. Raistrick and Sons Ltd. are a Bradford-based firm engaged in the machine knitting of synthetic fibres and expect to employ 25 men.

The company hope to take occupation of their new premises within the next four months and should be in full production with new machinery, over the next two years. Mr. T. H. Elkington, managing director, commenting on his firm's decision to move to West Auckland, said: 'We are looking forward to settling into this area and hope to become a useful addition to the community.'

Motor component factory opens at Londonderry

THE LONDONDERRY motor components plant of the West German firm Arntz Belting Company Ltd. was officially opened on July 22. Production of vee-belts and allied products began in April and the 28,000 sq. ft. Government factory is currently being extended to 42,000 sq. ft. Some 50 people are employed at Londonderry with 10 local workers undergoing a period of training in Germany. Mr. T. Fulda, works manager, said that he was very happy with the quality of the local production workers and employment is expected to build up to 130 within two years. He paid special tribute to local government representatives in Londonderry who had given the utmost co-operation in helping to set up the new factory.

Foreign investment in Northern Ireland industry

WHILST NORTHERN IRELAND must continue to look mainly to British manufacturers for new industry considerable success has been achieved in attracting industry from outside the United Kingdom, according to a review of industrial development issued recently by the Government of Northern Ireland.

Already more than 30 United States firms have set up plants in Northern Ireland and there are seven from West Germany. A further German company has announced plans to set up a 600-job factory in Belfast – their first ever expansion outside the Federal Republic. Canada, Holland, France and South Africa are also represented.

American investment in new industry in Northern Ireland is of the order of £85 million. Total European investment is estimated at £70 million.

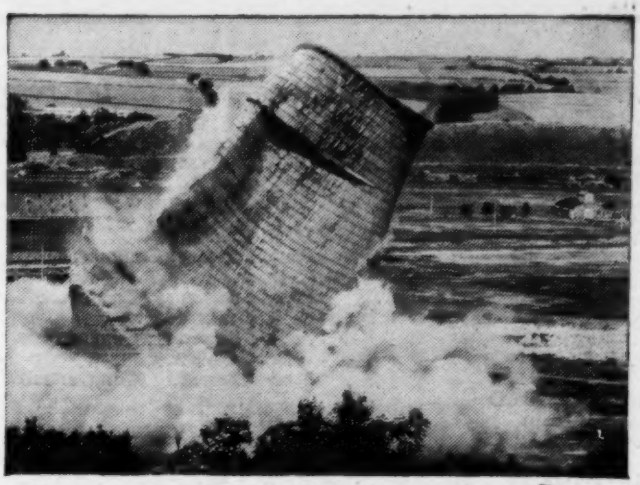
Copies of the report, 'Foreign investment in Northern Ireland Industry,' are available from the Ulster Office, 11 Berkeley Street, London, WIX 6BU (Tel. 01-493 0601).

New management structure at Scottish Council

THE EXECUTIVE COMMITTEE of the Scottish Council (Development and Industry) has agreed on a new management structure (to take effect following the resignation of Mr. John A. Donachy, the council's general manager) which will reflect the council's activities in the fields of policies and projects, services to industry and local authorities, publicity, and administration.

Dr. W. S. Robertson, executive vice-president, will continue to carry general responsibility for the council's programme of work and in addition will have a management responsibility for the publicity conducted by the council both inside and outside Scotland.

Management responsibility for policies and projects will be undertaken by Mr. Lindsay B. Aitken, formerly head of the Council's Policy Planning Unit. As industrial policy manager, he will be concerned with such matters of policy as the development of the council's recent paper on the Centralization of Industrial Control, and with such projects as the analysis of the future potential of the West of Scotland as a European international seaport.



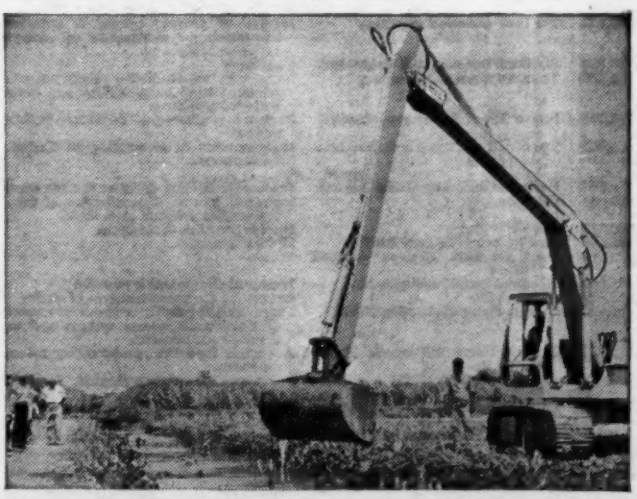
Demolishing a 170ft. water cooling tower on the 52-acre site at Prudhoe, Northumberland, acquired by Kimberly-Clark Limited for their new £10 million paper tissue manufacturing plant. Mr. Fred Lee, Chancellor of the Duchy of Lancaster, attended the demolition which represented the first stage in site preparation prior to building. The Kimberly-Clark plant at Prudhoe will, when completed, provide 600 jobs locally.

Mr. D. S. Reid, formerly head of the Council's Trade Division, has been appointed industrial operations manager, with responsibility for executive services relating to exporting, product diversification, and the expansion of industrial investment in Scotland.

The council's officer in the Borders and South-west, Mr. H. Hope Hunter, is being transferred to the Edinburgh office to become administrative manager. His work will involve the council's own administration, and the servicing of the Executive Committee under the chairmanship of Lord Clydesmuir.

The council's committee arrangements remain unaffected by these changes.

Mr. George L. Edwards continues as London manager of the council.



Hy-Mac 580BT excavator, fitted with extended ditch cleaning equipment, about to commence a demonstration to visiting sugar estate managers in Guyana, South America. Bookers Stores Limited, Hy-Mac distributor in Guyana, South America, have placed orders with Hydraulic Machinery (Great Britain) Limited, for Hy-Mac 580BT all-hydraulic crawler excavators

Visits by British overseas commercial representatives during the period to October

THE following Commercial Diplomatic Officers are expected to be in this country during the next three months:

			In present post since
AUSTRALIA (Melbourne)	D. H. C. Phillips First Secretary (Commercial)	October	1967
LIBYA (Benghazi)	C. Dyer Second Secretary (Commercial)	October	1967
NEW ZEALAND (Auckland)	A. B. Blackwood Second Secretary (Commercial)	October	1967
PAKISTAN (Karachi)	W. E. W. Mattey Second Secretary (Commercial)	October	1967
PUERTO RICO (San Juan)	J. R. Travis Vice-Consul	September/ October	1967
SOUTH AFRICA (Johannesburg)	R. A. Farquharson Deputy Consul-General (Commercial)	September/ October	1967
UGANDA (Kampala)	R. W. Howell First Secretary (Commercial)	October/ November	1967

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland, were listed at page 207 of the *Board of Trade Journal* of July 23, 1969). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Patents endorsed 'Licences of Right'

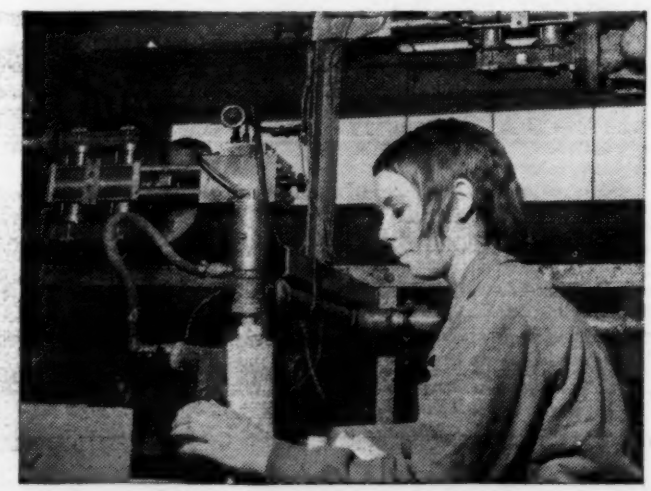
UNDER SECTION 35 of the Patents Act, 1949 the following Patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-Matter
	July 3, 1969	
855,522	The Dow Chemical Company	Method of product control in aqueous suspension polymerizations of alkenyl aromatic compound
878,867	Standard Telephones & Cables Ltd.	Capacitors
892,260	The Dow Chemical Company	Improved water-soluble thermoplastic cellulose ether compositions and films prepared therefrom
1,017,736	Brown Boveri & Company Limited	Enclosed pressure-gas insulated busbar system
1,028,775	Standard Telephones & Cables Ltd.	Improvements in or relating to Carbon microphones.
	July 10, 1969	
780,684	Regie Nationale des Usines Renault	Devices for holding doors or the like open
937,738	Glaverbel	Improved process of production of continuous fire-polished glass sheet.
948,812	Robert Wallace	Driving mechanism for cycles
990,046	Coal Industry (Patents) Limited	Hydraulic valves
1,017,260	Hans Heinrich Hatlapa & Rolf Hatlapa	Winch
1,053,092	Gevaert Photo-Production N.V.	Improved photographic material
1,059,430	Solvay & Cie	Process for the polymerization of olefins
1,065,956	Gevaert Photo-Production N.V.	Improvements relating to the development of electrostatic charge images and to development materials
1,110,605	Gordon Harry Gilbert & Hedley Hedley Robilliard	Apparatus for folding and securing covers on boxes
1,118,812	Agfa Aktiengesellschaft	Improved electrophotographic development
1,121,483	Gevaert-Agfa N.V.	Photographic copying apparatus stripping mechanism
1,130,581	Gevaert Photo-Production N.V.	Photographic gelatin compositions containing colour couplers

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement of Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT
Comptroller

Patent Office



Filling Evo-Stik foam polystyrene ceiling tile adhesive into one-pint containers using Neumo semi-automatic filling equipment at the Stafford factory of Evode Ltd. The company has standardized on Neumo pumping and filling equipment to fill ½ to two-pint containers with Evo-Stik and have recommended Neumo semi-automatic filling equipment to their licensees overseas. Since starting to export seriously just 12 months ago, Neumo have doubled overseas sales to 15 per cent of their production of air-operated pumps, motors and semi- and fully-automatic filling and packaging machines and proportioning and metering systems. Neumo have agents in France, Holland, Norway, Italy, Australia and Canada and will shortly appoint agents in the United States. Demonstration tours have proved particularly effective in assisting agents and building up this export business.

Aviation and Shipping

Final Report of the Committee of Inquiry into Trawler Safety

THE REPORT OF THE Holland-Martin Committee of Inquiry into Trawler Safety, published on July 23, contains wide ranging recommendations on the improvement of safety standards in deep sea trawlers. The committee recommends that a Government support ship should be provided for trawlers on a permanent basis; that new regulations are needed on the carriage and use of radio equipment at sea and on the design and construction of the vessels, and of their equipment, together with an increased effort in the field of research. Minimum rest periods are proposed for trawler crews, to be backed by statutory controls, and the committee recommends an extension in the existing occupational health services for trawlermen. The report indicates that, in the interests of safety, extensive changes are needed in the arrangements for training crews, and in the relations between management and men.

The report reveals that fishermen are alarmingly more at risk from accidents at work than the average male worker in Britain. From 1959 to 1963 the Standardized Mortality Ratio for fishermen – which estimates occupational risk after standardizing for age – was seventeen times that of the male population as a whole. Younger men were even more at risk. The report, in examining accidents at sea in the 10-year period 1958-67, shows that, although public concern has centred largely on disasters involving whole vessels and their crews, it is clear that accidents to individual crew members at work, when their ships are not in danger, present an equally serious problem.

For many people, safety at sea is mainly connected with ways of making ships safe in themselves, but the report points out that the fundamental need is to change human attitudes in the industry and to instil great awareness of the importance of safety in crews, skippers and senior management. The report, while acknowledging that work on trawlers in the open sea will always have its risks, suggests that the majority of accidents – to ships and to individuals – arise from human errors and that these may be prevented. The fishing industry, the report concludes, is already taking action in a number of fields, but a considerable and continuing effort is needed if the accident rate is to be reduced.

The Committee of Inquiry into Trawler Safety, under the chairmanship of Admiral Sir Deric Holland-Martin, was appointed by the President of the Board of Trade on March 5, 1968, following the losses of three Hull trawlers and their crews in January and February last year. The committee's terms of reference were 'to examine the major factors affecting the safety of deep sea trawlers and their crews, and to make recommendations'.

The committee's report makes 83 recommendations to Government departments, trawler owners, the Transport and General Workers Union and to outside bodies such as the White Fish Authority. Chapters 3 to 7 of the report deal with services for trawlers at sea and with the safe design of trawlers and their equipment; the principal recommendations are:

(i) In its interim report, published in autumn 1968, the committee recommended that a weather advisory ship should be stationed off North-west Iceland as an experiment in the winter of 1968-69. The stern trawler *Orsino* was chartered by the Board of Trade and provided weather forecasts and medical advice to trawlers in the Iceland area. The committee considers the experiment was a success and recommends that a support ship should be provided by the Government on a permanent basis to give trawlers meteorological, medical and technical support. The ship would be deployed in consultation with the fishing industry but priority should be given to the dangerous fishing grounds of the North-west Iceland in winter.

(ii) It is proposed that distant water trawlers should be required to carry wireless telegraph equipment and a qualified W/T operator. The report also recommends that continuous plots of the positions of distant water trawlers should be maintained in the main fishing ports.

(iii) It is recommended that the Government should seek powers to lay down statutory requirements on the stability, seaworthiness and fire protection of trawlers, which should be regularly inspected by independent surveyors.

(iv) In its detailed recommendations on life-saving equipment and the safe design of fishing gear, the report suggests that the factory inspectorate should be consulted on the design of some items of working equipment used at sea.

Five chapters (8 to 12) deal with the main factors affecting the way trawlers crews work and with attitudes in the industry towards safety. The recommendations include the following:

(v) The report points to excessive fatigue among trawler crews as a major factor affecting safety, and it urges further study of the problem. Meanwhile, the Government should seek powers to lay down statutory requirements on minimum rest periods – an average of at least eight hours rest in 24 hours is recommended for crews of distant water trawlers, and at least six hours for near and middue water vessels. It is proposed also that the shore leave allowance between trips should be increased.

(vi) It is proposed that the occupational health services for trawlermen should be extended to all ports and increased in scope; that there should be regular medical examinations of new entrants and of the older men.

(vii) Efforts are needed to stabilize employment in the industry, and it is recommended that trawler owners should co-operate with the union in setting up Registration Schemes for trawlermen in all ports.

(viii) Proposals are made for improving safety training for officers and men at sea and ashore, and the report recommends that if a statutory training board is not established for the fishing industry, the powers of the White Fish Authority should be increased.

(ix) The report emphasizes that trawler firms themselves have the final responsibility for the safety of their vessels and crews, and states that many firms – although there are notable exceptions – have not gone far enough towards accepting this responsibility. A number of changes are proposed in the recruitment, career structure and methods of pay of skippers, and in relations between trawler officers and shore management. The report discusses industrial relations in the fishing industry from the standpoint of safety, and recommends that quick and clear procedures should be laid down for crew members to raise complaints with their officers and with the owners. The committee considered a suggestion that trawlers should carry crews' representatives and concludes that, it would be premature to impose ship-board representation on the industry as a whole, but progressive firms should be encouraged to negotiate with the union on the introduction of the system in their vessels.

(x) The committee's final recommendation is that a National Trawler Health and Safety Committee should be set up to keep an eye on the progress made in reducing the industry's accident rate. It would include representatives from both sides of the industry, from the Board of Trade and the Fisheries Departments, and from the White Fish Authority.

Note:

Copies of the report (Cmnd. 4114), price 14s. 6d., can be obtained from HMSO, 49 High Holborn, London, W.C.1, or branches.

(Continued on next page)

HOLLAND -MARTIN REPORT, *continued*

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'Lastly, a number of recommendations relate to management and training in the industry, and are addressed mainly to the industry itself.

'Taken as a whole, the recommendations of this extremely thorough report profoundly affect every aspect of the fishing industry – the construction of vessels, the conditions of employment and the economics of the fishing operation. I am sure that the recommendations are right in principle. I shall now need to consult the industry in order to obtain their views on the technical and financial implications of the recommendations. In co-operation with my Rt. Hon. Friends the Minister of Agriculture, Fisheries and Food and the Secretary of State for Scotland, I shall initiate these consultations at once.

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The booklet replaces a Ministry of Aviation publication 'Aircraft Noise', published in 1966. The new publication does not introduce any changes in policy, but up-dates facts on such matters as research, noise control and international discussions.

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The meeting was requested by Luton Corporation following the announcement that the Board of Trade had not proceeded with proposals to establish a Special Rules Zone for air traffic at Luton Airport for the 1969 summer season.

The Minister was told of the concern felt by the Corporation at what may, in the eyes of the public, constitute a failure to achieve the highest possible safety standards by the delay in the introduction of a Special Rules Zone.

The Minister explained that the zone had been proposed as a basis of discussion with a view to agreement between the various parties concerned before the zone was introduced.

The Minister said he was most concerned to ensure the safety of air operations at all times, but on the record over the past three years there was no cause for alarm at Luton.

The delegation represented that statements on present safety standards at Luton Airport had been made by various organizations, including the British Airline Pilots Association, and these had received widespread publicity through press and television. Undoubtedly the statements had caused some public disquiet, and while the Luton Airport Authority had repeatedly stressed that the existing safety standards were to Board of Trade requirements, it was felt that an early introduction of the proposed Special Rules Zone would ease the minds of the various interested parties.

The position with regard to radar facilities at Luton was discussed. The existing equipment provided by the Corporation, together with all other navigational aids and their operational procedures, meets, and even exceeds, the minimum standards laid down by the Board of Trade.

The Board of Trade has set up an Air Traffic Study Panel to examine the problems of all air activity in the area, which is expected to report on its findings by the end of the year, with the object of introducing any revised arrangements before the summer of 1970.

Government decision on next summer's air holiday prices

MR. WILLIAM RODGERS, Minister of State, Board of Trade, announced, in answer to a Parliamentary Question on July 24, that minimum prices for inclusive holidays by air next summer would again be pegged at Summer 1968 prices. In addition approval has been given to reduced tariffs for provincial departures, for short-period and off-peak holidays, and for holidays to more distant destinations in Europe.

In his reply, the Minister said: 'the changes are designed to promote off-peak travel, to reduce the differentials between journeys starting from London and those starting from the provinces, and to assist travel to more distant destinations.' He said he would discuss with the scheduled airlines the need for consequential adjustments to their special fares charged to travel agents and tour organizers who organize inclusive holidays involving scheduled flights.

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The control prices for inclusive tour holidays by air in the summer of 1970, announced today, are of an interim character pending decisions on the Government's long-term policy in the light of the Edwards Report. The intention is to announce the Government's long-term policy in a White Paper to be issued as soon as possible after the summer recess. This would be too late, however, for the hearings by the Air Transport Licensing Board of applications for licences for next summer's inclusive tour charter flights, which are due to begin in August. It would also be too late for tour organizers to take into account in preparing their brochures.

By announcing the control prices at this time it is hoped to avoid the confused situation which occurred this year, when the decisions of the Air Transport Licensing Board were challenged in a series of appeals (the so-called test cases) that were not decided until very shortly before the 1969 summer season started. Instead it is hoped that the industry will be able to plan ahead on the basis of a known and stable control price structure.

For 1970 it has been decided to relate the control prices to the fares that applied in 1968, so as to exclude the increases in international fares that came into effect this spring. This corresponds to a reduction in control prices in real terms.

In addition a number of specific reductions in control prices have been introduced. These are designed to encourage short holidays in the offpeak periods and midweek travel during the peak period, and to make it easier to visit the more distant parts of Europe. One effect of these changes will be to make other European destinations more competitive with Spain.

A particularly significant departure is the new scale of 'add-ons' for calculating the control prices for inclusive tour holidays where the flights begin in the provinces. The new scale, which is approximately half the IATA rates, corresponds more closely to the actual costs involved in flying the longer distances. A holiday based on a direct flight from Glasgow to Rimini will cost only £7 more than one from London, compared with the IATA figure of £13 11s. and the normal air fare between Glasgow and London of £19 6s. return.

These changes have been made following consultations with the Air Transport Licensing Board, the airlines concerned, the Association of British Travel Agents and the Tour Operators' Study Group, and representations were received from other interested parties.

The new control prices apply only to holidays taken in Europe (which for this purpose includes Madeira, the Canaries, Morocco, Algeria, Tunisia, Tangier and Gibraltar, but excludes Cyprus) and holidays taken in the United Kingdom by people coming from the same area.

The control prices are minimum prices, below which an inclusive tour holiday by air may not be sold. Many holidays involving more expensive hotels and other facilities are, of course, offered at higher prices.

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Mr. Rodgers was asked to what extent he estimated further automation and the use of computers in air traffic control would increase the number of air movements which could be handled in the London terminal approach area in the near future; and what effect such improvements were estimated to have on the need for a Third London Airport. Mr. Rodgers said it had been estimated that by the use of a computer-based radar system to assist the sequencing of air traffic in the intermediate approaches to Heathrow, an improvement of about 10 per cent in the landing rate at the airport might be achieved. A feasibility study was proceeding but a proved system would not be possible before 1974. Depending on the success of the trials, saturation point at Heathrow might then be postponed by up to two years.

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Mr. Rodgers was asked to estimate the cost of the Roskill inquiry; and if, in view of the consensus of evidence already submitted to the Commission in favour of Foulness and the lack of local opposition, he would instruct the Commission to call off the inquiry into the other three listed inland sites and to confine their inquiries to the advantages and disadvantages of Foulness as compared with other coastal sites. Mr. Rodgers answered that the cost to the Government was expected to be about £1 million. 'In order to put this sum into perspective, I should say that the direct investment alone in a third London airport is likely ultimately to exceed £200 million,' added Mr. Rodgers. 'The answer to the second part of the question is No, Sir.'

Helicopter rescue service

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Illegal discharge of oil from ships

Asked to introduce legislation to increase the penalties for ship-owners and captains for illegally discharging oil from their ships, Mr. Rodgers said: 'No, Sir. It is not primarily increased penalties that are needed but changes in the law to make it more easily enforceable. This requires international agreement, which we are pursuing in the Intergovernmental Maritime Consultative Organization. In the meantime we are improving our own arrangements for detecting offenders.'

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(Continued on next page)

PARLIAMENTARY ANSWERS ON AVIATION AND SHIPPING, *continued*

Supersonic flying

A Member asked if in view of the fact that the test flights of Concorde at supersonic speeds would not test the effects on people and buildings, the Government would now exercise their powers under the Civil Aviation Act 1968 to ban supersonic flying over the United Kingdom, as had already been done by the Republic of Ireland. 'Any action needed in the exercise of the powers under this Act will be taken in good time before commercial services begin,' said Mr. Rodgers. 'I am not aware that the Republic of Ireland has banned supersonic flying.'

Turnhouse Airport

Asked why he was considering extending the existing runway at Turnhouse Airport, Edinburgh, in view of the fact that the present alignment was the cause of many aircraft diversions because of crosswinds, Mr. Rodgers said because it would reduce the payload or range penalties that would otherwise be suffered by the types of aircraft which will use Turnhouse in the 1970s and would be cheaper than a new runway. He accepted that an extension would do little to reduce the incidence of crosswind diversions but these represented less than 1 per cent of all air transport movements.

Prosecution for low flying

A Member asked what reply had been sent to the representations made to the Board of Trade by the British Light Aviation Centre, following the prosecution of Mr. Robert Winter for low flying; Mr. Rodgers said the British Light Aviation Centre was informed that no undertaking could be given that the investigation of an alleged offence by a pilot would always be made in co-operation with a body representing his interests.

Autair Airways

Mr. Rodgers was asked what representations he had received from the municipalities concerned and from Autair Airways in regard to difficulties experienced by this airline in maintaining its services to Teesside, Blackpool, Carlisle and Dundee; and whether he would now announce the Government's policy on the recommendation of the Edwards Committee regarding the subsidization of uneconomic air services for which there is a requirement in the interests of regional development. He said representations had been made by Teesside and Carlisle and the problem had been discussed with the airline: Mr. Rodgers continued: 'We are fully aware of present difficulties. The Government's long term approach to the question of air services and regional development will be set out in a White Paper in the autumn.'

Flight data recording

Asked what consideration he was giving to changes in the requirements for flight data recording, Mr. Rodgers said technological developments had opened the possibility of increased use of flight data recording both in the investigation of accidents and to monitor the standard of flight safety achieved in aircraft operations. The Board of Trade was about to consult the industry regarding draft proposals which had been developed on these matters and in the light of these consultations would consider appropriate changes to the requirements.

Aerodromes within Section 8 of the Civil Aviation Act

Answering a request, Mr. Rodgers published in *Hansard* a list of the aerodromes in respect of which he has received a request from a local authority for designation under section 8 of the Civil Aviation Act 1968 but has not yet decided to make an Order under this section.

Weather minima at UK airports

Asked if, under Board of Trade regulations, the weather minima at United Kingdom airports applied to flights not carrying passengers, including positioning flights by passenger aircraft, and also to executive and private aircraft, Mr. Rodgers said the provisions of the regulations relating to weather minima applied to all flights by United Kingdom registered public transport aircraft, whether or not passengers were carried and whether or not they were positioning flights. The regulations were to be amended so that they applied similarly to foreign registered aircraft. They did not apply to an executive aircraft which did not fly for the purpose of public transport nor to a private aircraft.

Passenger terminal at Heathrow

Asked what was the cost of building the No. 1 Passenger Terminal at Heathrow Airport, Mr. Rodgers said: 'The British Airports Authority tell me that the cost is about £11 million.' A further question concerned a request for authorizing capital expenditure on the provision of a vehicular platform at the departures entrance of the No. 1 Passenger Terminal at London, Heathrow, Airport; and what was the estimated expenditure. Mr. Rodgers said: 'None, but I am told that the British Airports Authority have several measures in hand or under consideration which are intended to avoid congestion on the departure level ramp of No. 1 Terminal at Heathrow.'

Minimum control prices for inclusive tour holidays

Replying to a question on the minimum control prices for inclusive tour holidays by air in Europe for the summer of 1970, Mr. Rodgers circulated a summary of the new control price provisions in *Hansard*. 'The changes are designed to promote off-peak travel,' he said, 'to reduce the differentials between journeys starting from London and those starting from the provinces, and to assist travel to more distance destinations. I shall discuss with the scheduled airlines the need for consequential adjustments in ITX fares.'

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, JULY 17

Ministerial responsibility for visible trade balance statistics

Mr. Harold Wilson, the Prime Minister, was asked whether he would transfer the responsibility for publishing the monthly calculations and estimations of the visible trade balance from the Board of Trade to the Treasury. He replied: 'I am satisfied with the present allocation of responsibility.'

MONDAY, JULY 21

UK share of world exports

In answer to a question on what was the United Kingdom's percentage share of world exports in 1967; and the comparable figure for 1968, Mr. Edmund Dell, Minister of State, Board of Trade, said the United Kingdom share of exports of manufactures from the main manufacturing countries was 12 per cent in 1967 and 11 per cent in 1968. Part of the reduction was due to the fall in United Kingdom export prices expressed in dollar terms.

Overseas tourist expenditure

A Member asked what estimate had been made of the total expenditure since the introduction of the £50 travel allowance by United Kingdom tourists visiting countries to which that allowance does not apply; what proportion this represented of the total United Kingdom tourist expenditure overseas during the period; and what were the figures for the corresponding period preceding the introduction of the allowance. Mr. William Rodgers, Minister of State, Board of Trade, gave the following information:

Overseas tourist expenditure by UK residents*

	(a) In the overseas Sterling Area	(b) Total	(a) As a percentage of (b)
	£ million		
1965	65	250	26·0
1966	65	253	25·7
1967	69	226	30·5
1968	74	221	33·5

* Excluding expenditure on business visits abroad, and international sea and air fares.

Achievement in space

A motion was tabled by the Prime Minister and other Ministers and Members in Parliament in the following terms:

'That this House, recognizing the unparalleled triumph of intelligence and courage that the landing on the moon represents, offers its profound congratulations to Mr. Neil Armstrong, Colonel Edwin Aldrin and Colonel Michael Collins, to the scientific and technical staff in support, and to the entire American people in their achievement of a new vision for the human race.'

It was published, together with two similarly congratulatory motions by individual groups of Members, in 'Notices of Questions and Motions, July 21, 1969'.

New bus factory in Cumberland

Answering questions on grants from public funds and on the approximate net cost of the Government grant to the British Leyland Motor Company for its 25 per cent holding in Eastern Coachworks and Bristol Commercial vehicles and its 50 per cent interest in the factory to be built at Cumberland by British Leyland Motor Holdings

and the National Bus Company, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said 'Investment grants, and assistance under the Local Employment Acts, are available but details of assistance to individual projects are confidential.'

Legislation on the film industry

Asked on what date it was intended to publish the proposed White Paper on legislation on the film industry, Mrs. Dunwoody said 'We do not intend to publish a White Paper but hope to make an announcement before the end of this month.'

Industrial development

Mrs. Dunwoody answered questions on industrial development in Scotland, the Rhondda district, and Inverurie.

TUESDAY, JULY 22

Monopolies Commission Report on cellulosic fibres

Mr. Anthony Crosland, President of the Board of Trade, was asked what action he proposed to take to implement the recommendations of the Monopolies Commission regarding the supply of man-made cellulosic fibres. Mr. Crosland answered: 'I have already dealt with the Monopolies Commission recommendation on acquisitions in my Statement to the House on June 30. As far as the other recommendations are concerned, Courtaulds have agreed that they will bring to an end their arrangements with EFTA producers restricting competition in the supply of cellulosic fibres and will not enter into other similar arrangements. On the question of discrimination, they have assured me that they do not and will not discriminate between their own subsidiaries and other customers in the supply of cellulosic fibres except on purely commercial grounds. I accept this assurance.'

'As regards the tariff recommendation, conditions have changed to a considerable extent since the commission reported. There have been increased imports and some reduction in tariffs in accordance with our Kennedy Round obligations. Further reductions will take place over the next two years. After a thorough review and in the light of all the present circumstances, including the balance of payments position, I do not propose that there should be a uilateral reduction now in the duties on cellulosic staple fibre and on viscose and acetate yarn. I shall keep the position under review in the light of developments. It is, however our intention to make a reduction in the duties on man-made cellulosic tow to the level of those on man-made cellulosic staple fibre, and to continue reductions in the duties on tow in line with those which we shall be making on staple fibre under the Kennedy Round Agreement.'

Note:

* An Order will be laid before the House of Commons, coming into effect on September 4, 1969, reducing the import duty on cellulosic man-made fibre tow ex-tariff heading 56.02 from the present rate of 14½ per cent + 4½d. per lb or 9d. per lb, whichever is the greater, to 5.9d. per lb. The Commonwealth Preference Area rate will continue at 85 per cent of the (new) full rate. Imports from EFTA and the Irish Republic will remain duty-free.

South Africa (Trade)

Mrs. Gwyneth Dunwoody spoke in the adjournment debate on trade with South Africa (*Hansard*, cols. 1446 to 1458).

WEDNESDAY, JULY 23

Osaka '70 and Helsinki Trade Fair

In reply to a question on plans for the projection of Wales and Scotland as separate national entities at the exhibitions at Osaka '70 and the Helsinki Trade Fair, Mrs. Dunwoody said the Pavilion at Osaka was a matter for the Secretary of State for Foreign and Commonwealth Affairs who was planning to present it in a picture of the United Kingdom as a whole, and of the achievements of all sections of the British people. The Helsinki International Trade Fair was a trade show and firms from any part of the United Kingdom were eligible and would be welcome to take part in the collective British participation.

Unenforceability of guarantees

The President was asked whether he had considered the *obiter dicta* of the Master of the Rolls on the unenforceability of many guarantees and their misleading of the consumer as to the seller's liability; and if he would review this matter urgently. Mrs. Dunwoody replied that the question of restraining the right to exclude liability would be considered in the light of the Law Commissioners' advice.

Advertisements for solid fuel

Mrs. Dunwoody was asked how many representations had been received concerning advertisements relating to solid fuel; and whether she was satisfied with the machinery of controlling advertisements concerning heating appliances, she answered: 'We have received no such representations, and believe that the Trade Descriptions Act deals effectively with misdescription of all types of goods.'

Industrial investment

A Member asked by what means the findings of the Board of Trade on expected changes in industrial investment were collated with broadly similar surveys conducted by other organizations. Mr. Dell replied that the expectations for investment reported by industry to the Board of Trade were compared with the changes in the responses to questions about investment intentions between successive surveys of other inquiries. This and other relevant information was used by the Government in making its own assessments.

Investment in retail distribution

Answering a Member who inquired if he was satisfied that the level of investment in retail distribution was adequate in relation to consumer expenditure, Mr. Dell said investment intentions as reported to the Board of Trade indicated a rise in investment in 1969 and 1970 both by the distributive and service trades as a whole and by the retail trade itself. There was no reason to suppose that consumption was being frustrated by the lack of investment in retailing.

Level of capital investment

Asked if he was satisfied with the level of capital investment projected by Brtish industry for the rest of this year, the President said the recent trend of fixed investment in the private sector, and the investment intentions which had been reported by industry to the Board of Trade, suggested that the level of invsetment in 1969 would be much as foreshadowed in the Financial Statement and Budget Report 1969-70.

Hire-purchase restrictions on car sales

Several Members suggested that in view of the decline in motor-car production for the home market which in May was 20 per cent below the figures for May 1968, the hire-purchase restrictions on car sales should be relaxed. Mr. Dell answered: 'No, Sir. Despite the losses of production earlier this year from strikes, total production of passenger cars for home and export during the first five months of 1969 was slightly greater than in the same period of 1968. I should add that there was one less week in 1968. It remains necessary to restrain home demand to make room for greater exports.'

Advertisements for eggs

Stating that local weights and measures authorities were not prosecuting those responsible for advertisements for eggs produced under battery conditions which misleadingly suggested that the eggs were produced under ordinary farm conditions, a Member asked if the President would amend the Trade Descriptions Act so as to enable him to take such proceedings himself. 'We have no reason to suppose that local weights and measures authorities are not properly carrying out their duties in this respect', replied Mrs. Dunwoody. 'and I understand that prosecution is pending in at least one such case. The Act already enables any Government Department – or indeed any other person – to prosecute.'

Trade Descriptions Act

Answering a question on the number of prosecutions in Scotland under the Trade Descriptions Act, Mrs. Dunwoody said by July 18 the Board of Trade had been notified of 18 cases in which it was intended to prosecute in Scotland, but as far as she was aware only two of these cases had yet been heard.

Inertia selling

Mrs. Dunwoody told a Member that the Board of Trade was continuing to explore possible remedies for the problem of inertia selling.

Grants under Industrial Development Act

A Member asked why the Board of Trade would not in all circumstances pay grant under the Industrial Development Act 1966 on the air conditioning equipment necessary for the functioning of a computer which itself qualified for grant. 'Because the Act provides for grant to be paid towards the cost of such equipment only if it is part of the expenditure incurred by the applicant in providing the computer,' replied Mr. Dell.

Industrial development

Mrs. Dunwoody answered questions on industrial development in Peterhead and Cirencester.

Motor vehicle exports to Japan

A Member asked what were the duties and other restrictions on British motor vehicle exports to Japan as compared with British duties and restrictions on imports of Japanese cars into Great Britain. Mrs. Dunwoody replied that current Japanese import duties on cars ranged from 28 per cent to 36 per cent *ad valorem* and on commercial vehicles from 16 per cent to 24 per cent. 'When the Kennedy Round reductions come into full effect at the beginning of 1972,' she said, 'the rates of duty on cars will range from 17½ per cent to 30 per cent and on other vehicles from 10 per cent to 15 per cent.

The current British m.f.n. import duty on cars is 17½ per cent and on commercial vehicles the duties range for 12 per cent to 22 per cent. When the full Kennedy Round reductions have

(*Continued on next page*)

PARLIAMENTARY ANSWERS—
continued

been made, the rates will be 11 per cent for cars and 11 per cent or 22 per cent for commercial vehicles.

'No quantitative restrictions are maintained by either country on imports of new motor vehicles from the other.'

Third Report of the Parliamentary Commissioner for Administration

The President was asked whether he had studied the Third Report of the Parliamentary Commissioner for Administration, and in particular those sections which criticised the actions of his department; and what action he proposed to take. Mr. Crosland replied: 'Yes, Sir, I have studied the Report. I shall reserve my comments on it until there is an opportunity for a full debate on the matter. As far as I am concerned, the sooner we can debate this the better.'

Misrepresentation of holiday accommodation

Mrs. Dunwoody was asked what steps were being taken to ensure that travel agents or hotel-keepers did not misrepresent the holiday accommodation they were offering. She replied that it was already an offence under the Trade Descriptions Act for such people knowingly or recklessly to make a statement in this country which was false to a material degree as regards the provision or nature of services, accommodation or facilities, the location or amenities of accommodation, and certain other matters. She hoped that holidaymakers who had reason to think that such false statements had been made, whether in brochures or otherwise, would report the facts to the appropriate local weights and measures authority, who were responsible for enforcing the Act.

Estate Agents Registration Council

Answering a Member who asked what discussions the President had had with societies representing estate agents following the decision to wind up the Estate Agents Registration Council, Mrs. Dunwoody said: 'None, Sir. I think it is a very great pity that it has not proved praticable for the council to continue its work.'

Imports from South Africa

Mrs. Dunwoody told a Member that the value of the imports of fruit, tinned or fresh, from South Africa in 1968, 1967, and 1963, respectively, were £43 million, £38 million and £29 million respectively.

Imports and exports of textile machinery

A question was asked on the number and value of the imports and exports of textile looms of all types, spring and twisting machinery, including machinery for preparatory processes and winding, knitting machines and machine tools in each of the last five years, and for the latest available period this year. Mr. Dell said the value and, where available, numbers were given in the following publications.

	Imports Pages	Exports Pages
Annual Statement of the Trade of the United Kingdom, Volume I		
1964	47	161/2
1965	59/60	121/3
1966	50/51	106/7
1967	54/55	115/6
Overseas Trade Accounts: December 1968 and May 1969	80-92	212-215

The Trade Accounts do not show numbers in respect of trade in textile machinery. Only partial information on numbers is recorded for spinning and twisting machinery and knitting machines; the following information is available on numbers of textile looms.

	Imports	Exports
1968	2,605	3,306
January to May, 1969	798	1,125

Bank Holidays

Asked to announce dates for the spring and August bank holidays in 1972; and when he would announce the dates for 1973, 1974, and 1975, Mr. Rodgers said in England and Wales the spring bank holiday in 1972 would be on May 29 and the August bank holiday on August 28. In Scotland the bank holidays would be May 1 and August 7. The dates of the holidays in future years would be announced later. Mr. Rodgers was asked to publish in table form the dates of Whit Monday and the Spring Bank Holiday, respectively, for 1970, 1971, and 1972, and gave the following dates:

	Whit Monday	Spring Bank Holiday
1970	May 18	May 25
1971	May 31	May 31 (May 3 in Scotland)
1972	May 22	May 29 (May 1 in Scotland)

Mis-recording of exports

Asked to give the dates on which the Board of Trade discovered the under-recording of exports and mis-recording of exports, Mr. Dell replied that the evidence became available from Customs and Excise over a period of time. Following some isolated instances of failure by exporters to lodge export documents, a special investigation by Customs and the Board of Trade was begun in the spring of 1968. The facts were made public on June 12, 1969 as soon as this extensive and systematic inquiry had provided the data for identifying and estimating the extent of under-recording. The over-valuation of some exporters was established by an investigation completed in May of this year.

Income elasticities of demand

Mr. Dell was asked what income elasticity of demand the Board of Trade estimated now attaches to United Kingdom imports and United Kingdom exports, respectively; if he was aware of the low income elasticity of demand for United Kingdom exports relative to the elasticity of demand for United Kingdom imports and what steps he was taking to remove this cause of Great Britain's present slow rate of growth; and what estimate he had made of changes in the present respective income elasticities of demand for United Kingdom imports and United Kingdom exports; Mr. Dell said 'Reliable estimates of income elasticities of demand are matters of difficult and uncertain economic analysis. The trend in our exports in relation to world demand has been greatly strengthened by devaluation, the full effects of which have yet to work through in increased deliveries. Over the past year our exports have risen significantly faster than imports, the volume of which has changed little despite a rise in economic activity.'

Overseas Marketing Corporation

Answering several questions on the Overseas Marketing Corporation Mrs. Dunwoody said that so far the Corporation had drawn on £225,000 of the loan capital made available to it. The Corporation had set up marketing offices in France, Germany and Italy; it had an interest in a distributorship in Sweden and had representatives active in Eastern Europe. The question of representation in other countries was a matter for commercial judgment by the Corporation, but it was at present consolidating its position in Europe. The Corporation was, of course, concentrating on manufacturers of goods for which export opportunities existed who lacked marketing resources and expertise.

Young management and European marketing

'I endorse the need to encourage young management to acquire a greater understanding of European marketing problems', said Mrs. Dunwoody, asked to initiate a programme to encourage young management to acquire a greater understanding of European marketing problems as a means of stimulating the British export effort, 'but I do not think that, given the marketing courses already available, a specific initiative is required by the Board of Trade.'

Monopolies Commission report on the professions

Answering Members who put questions about the reference to the Monopolies Commission of the practices of the professions, Mr. Dell said the President had received representations from a number of professional bodies about the Commission's conduct of this inquiry and in particular about their decision not to hear oral evidence. He had replied that he could not intervene. His power to give general directions to the Commission did not extend to their conduct of general inquiries into the effect on the public interest of a specified class of practice.

Nuclear power station for Greece

The President, asked what further progress had been made in the negotiations with Greece on the sale of a nuclear power station, said negotiations were continuing between the various interests concerned, and he hoped they would be concluded successfully in the course of this year.

Commonwealth preference trading benefits

Asked which non-Commonwealth countries at present received Commonwealth preference trading benefits, the President said the non-Commonwealth countries included in the Commonwealth preference area were Burma, the Republic of South Africa, Western Samoa, and the Republic of Ireland. Replying to a further question: what account he was taking of the existing system of Commonwealth preferences in his plans for implementing the scheme for a generalised system of preference for less developed countries approved by the United Nations Conference on Trade and Development conference in New Delhi, the President said 'It is, in the Government's view, basic to the proposed generalized preference arrangements that they should provide new benefits in third markets to compensate Commonwealth developing countries for the extent to which they would be obliged to share with other developing countries their existing preferential advantages in our market.'

Credit for overseas transactions

Mr. Dell was asked what study he had made of the effect on the economy of the trend towards the granting of longer trade credit for overseas transactions. He said: 'The Chancellor of the Exchequer and my right honourable Friend keep this matter under constant review. In considering the length of credit we can offer for our exports, the need for a quick return to our reserves must be balanced by the need to maintain the competitive position of our exporters.'

UK share of world trade

'What was Great Britain's share of world trade in 1967, the first half of 1968, the second half of 1968 and the first five months of 1969,'

asked a Member. Mr. Crosland answered that the United Kingdom share of exports of manufactures from the main manufacturing countries was 12 per cent in 1967, 11 per cent in each of the first and second halves of 1968 and maintained at 11 per cent in the first quarter of this year, the latest period for which adequate figures are available. Part of the reduction between 1967 and 1968 was due to the fall in United Kingdom export prices expressed in dollar terms.

Investment grants

Answering questions on the Board of Trade study on the effectiveness of the investment grants system, Mr. Dell said, 'I hope the study will be completed by the summer of next year. I will consider the question of publication at the time.'

Effects of SET upon price advantage of devaluation

A request was made for an estimate, in percentage terms, of the extent to which the price advantage of devaluation had been diminished by the effect of the 1968 increase in selective employment tax on export houses, insurance companies and other companies facilitating exports, the further 1969 increase in selective employment tax on these concerns, the abolition of the selective employment tax regional premium and the rise in interest rates respectively. Mr. Dell said it was not possible to estimate with accuracy the separate effects of these measures and factors on the costs of producing goods for export, and there were further difficulties in judging their effects on export pricing policies, but he would write to the hon. Member both about the problems of estimation and the available information.

Commonwealth preference

The President was asked what communications the Government had received from Commonwealth governments following representations made by the United States Government for a time-table to be set up for the phasing out of preferences granted by the less developed countries to United Kingdom exports; and what replies had been sent. Mr. Crosland said two Commonwealth Governments informed the Board of Trade last November of representations which they had received from the United States. 'They were told that, in our view, this issue could not be considered in isolation from the scope and shape of the generalized preference arrangements as a whole, which are as yet undetermined,' said the President.

Imports of foodstuffs

Asked what percentage of the total imports of the United Kingdom during the year 1968 consisted of temperate foods in their original or processed form, Mr. Dell said about 12 per cent, covering food, feedingstuffs, and live animals of a kind which could be produced in this country.

Trade with Europe

Mr. Dell answered a question on the percentage increase of trading by the United Kingdom with the Common Market countries, the European Free Trade Association countries and the Eastern bloc countries, respectively, during 1968. He said the increase between 1967 and 1968 in the value of our exports to the Common Market was 24 per cent, to the EFTA countries 13 per cent, and to the Soviet Union and Eastern Europe 33 per cent. Imports into the United Kingdom increased by 24 per cent from the Common Market, 23 per cent from the EFTA countries and 19 per cent from the Soviet Union and Eastern Europe.

British Trading Centres

A Member suggested that the President should consider seeking to establish British trading centres in certain cities abroad. 'As my hon. Friend is aware, his proposals have been referred for consideration to the British National Export Council,' replied Mrs. Dunwoody. 'The advice which we have received from these experienced business men is that in the retail field we should direct our promotional activities along established trade channels.'

Reduced-price washing powders

A Member inquired by what authority Proctor and Gamble, and Unilever Limited were required to undertake not to withdraw reduced-price washing powders from the market without prior discussion with the Board of Trade. Mr. Dell replied that the two companies had agreed voluntarily that they would continue to make the reduced price washing powders available and, in particular, that they would not withdraw the two reduced price soap powders, Sunlight and Oxydol, from the market without prior discussion with the Board of Trade.

Exports of Scotch whisky

Mrs. Dunwoody, asked what were the export figures in the last four financial years for Scotch whisky, circulated the answer in *Hansard*, which showed that exports had been increasing strongly.

Slater Walker Securities

A Member asked whether the President would refer to the Director of Public Prosecutions the failure of the directors of Slater Walker Securities to break down in their report the various classes of business in which they engage in contravention of section 17 of the Companies Act 1967. Mr. Edmund Dell answered: 'No. The company's report and accounts for 1968 show the profit attributable to the group's financial and investment business, and the turnover of, and the profit attributable to, the group's commercial and industrial business. I will invite the company's directors to consider whether a more detailed breakdown should be given in the accounts for 1969.'

THURSDAY, JULY 24

Monopolies Commission report on cigarette filter tips

Answering a request for a statement on the report of the Monopolies Commission on the supply and export of rods for cigarette filter tips, Mr. Crosland said: 'The report was published this morning. The Commission has found that monopoly conditions prevail both as regards the supply and the export from the United Kingdom of rods for cigarette filter tips. The Commission has concluded, however, that neither the conditions nor anything done by the parties concerned as a result of or for the purpose of preserving those conditions, operate or may be expected to operate against the public interest. I accept the Commission's conclusions.'

Location of Offices Bureau

Mrs. Dunwoody told a Member who asked what action the President proposed to take following the Report on the Location of Offices Bureau on the restriction of office development outside London, that the President announced in the House on January 30 certain relaxations in the scope and operation of the control on office development and it was not thought right to make further changes at this stage. 'We shall continue to keep a close watch on the effects of the control on the movement of office firms out of London,' said Mrs. Dunwoody.

Factories in special development districts

A Member asked for a statement on the effect of the granting of rent-free periods for factories sited in special development districts; and if this facility would be extended to firms who had moved into special development areas as the result of links with already established firms who moved to these districts prior to the granting of special development district status. Mr. Rodgers said this concession, which had been offered to 42 firms so far, was proving an effective inducement. On the second part of the question, a link with an existing firm in the area would not necessarily preclude the grant of this concession, but it would be necessary to examine the nature of the links.

OVERSEAS EXECUTIVES MEET IN ANGOLA

Senior management of the Robert Hudson Group of Companies, of Leeds, flew into Angola recently to celebrate the 50th year of operations by Robert Hudson & Sons (Pty.) Ltd. in the province. Executives of the group – which in addition to its Angolan trading interests manufactures mine-transportation systems and merchants a wide variety of material handling products – meet regularly for international management conferences. It was thought appropriate that this year's event should be held in Angola, where Robert Hudson & Sons (Pty.) Ltd. are the largest British trading organization – representing such big names as Ford, J. I. Case, Texaco, Lister Blackstone and Ransomes through 11 branches. The executives themselves came from as far apart as Britain, the Philippines, South Africa and Zambia. In this picture Mr. R. Hudson, the group chairman, is third from the left in the front row.

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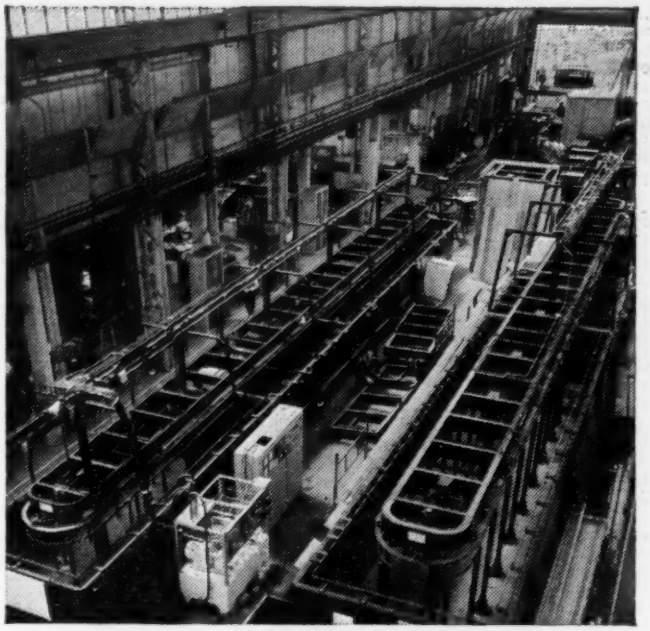


At the Sheerwater, Woking, factory of Electro-Chemical Engineering Co. Ltd. – one of the Efco Group of companies – an order for electroplating machinery valued at £2.4 million is nearing completion. The order believed to be the largest ever placed for electroplating machinery, is for the supply of 20 machines to the new Fiat factory in Togliatti, Russia, where the 124 saloon is to be produced under licence.

BOOSEY & HAWKES LIMITED

Music Publishers, Musical Instrument Manufacturers and Distributors

Extract from Report and Accounts, 1968:

	1968	1967
GROUP NETT PROFIT AFTER TAXATION	£349,960	£339,997
DIVIDENDS—Preference	£21,825	£22,339
—Ordinary	£137,343	£134,073
RETAINED	£190,792	£183,585

The Group Accounts show increased trading profits, a continuous trend since 1961. A final divend of 13½ per cent (13 per cent) is recommended, making the total dividend for the year 21 per cent (20½ per cent).

In music publishing there has been an increase in the revenue from the use of music, both at home and abroad. Sheet music sales profitability suffered from rising costs.

Musical instrument exports show an increase over 1967, and have doubled in the past 10 years. The home market position is equally satisfactory.

1968 sales of Hammond Organs in the United Kingdom and South Africa show a satisfactory increase. The position will be assisted by the acquisition of Miller Organs Limited of Norwich, specialists in electronic Church Organs.

Subject to unforseen circumstances it is hoped to maintain profits and dividends for 1969.

Thanks are expressed to the efforts and loyalty of employees at home and overseas.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
August 5	Miscellaneous stores and equipment	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 2073.)

Perkins P4 and P6 machine and engine spares; Parker and Winget concrete mixers; Warsop power packs; air pump compressors; storehouse trucks; centrifugal pumps; paint sprayers; fork lift trucks; 5-ton portable runways; zinc sheets; miscellaneous machine spares; motor vehicle spares; mule and horse shoes; 15-cwt. platform hoists; miscellaneous caterpillar and tractor spares; electronic valves; electrical copper wire; electrical equipment and spares; wireless, radar and electronic equipment; cap badges (various); tyres and inner tubes; scrap rubber; scrap textiles; cotton shirts; officers' coats; cotton jackets and trousers; footless stockings; men's white drawers; men's raincoats and greatcoats; poplin, twill and cotton cloth; white and black ribbon and cotton; No. 1 dress trousers; battle dress trousers and blouses; large assortment of miscellaneous stores and equipment.

August 19	Miscellaneous stores	Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH. (Tel. 0532-20898.)

Diesel and electric fork lift trucks; pallet transporters; lathes; Churchill 30 in. grinder; power hack and other saws; pressers; drop hammer; generating and charging sets; welding plant; drilling and boring machines; transporting and lifting equipment; cable; tyres; electrical and wireless and signal equipment; tool kits and tools; fire fighting equipment; electric motors; trolley jacks; metal and wooden boxes; gym. equipment; clasp knives; binoculars; ironmongery; household and kitchen equipment; cameras; watches; water and pipe fittings; church organ; haversacks; packs; tentage; canvas; carpets; rugs; curtains; ground sheets; webbing; kitbags; camp equipment; sheets etc.; greatcoats; raincoats; battledress; jerseys; shirts; unworn ankle boots; chairs; tables; wardrobes; lockers; chests of drawers; fold flat tables; stacking chairs; desks; beds, etc.; large quantities miscellaneous stores. **Customers' attention is drawn to the large quantities of vehicle spares and tools on offer at the Home Office Depot, Darlington. These are believed to be in exceptional condition.**

August 19-22	Vehicles, road making equipment, plant and spares.	Ordnance Storage & Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Limousines; saloon and estate cars; trailers; trucks; commercial vans; heavy duty trucks; dual-purpose vehicles; cranes; coaches; Land Rovers; tippers; angledozers; cranes; scrapers; tractors, etc.

August 26-27	Miscellaneous stores	Ordnance Storage & Disposal Depot, Branston, Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), 'Modwena House,' 13 Market Place, Burton-on-Trent. (Tel. 4857.)

Machine tools including centre, turret and capstan lathes; automatics; horizontal and verticle milling machines; woodworking machines; shaping, slotting and shearing machines; pillar, bench and portable electric drills; surface tables; coil winding, engraving and sewing machines; power hacksaws; electric welding and heat treatment plant; furnaces; presses; compressors; footwear machinery; plain, circular and tool grinding machines; lathe and milling cutters, etc.; MT, electrical and electronic spares and equipment; radio receivers; test sets; photographic equipment; vehicle spares; bearings; aircraft components and ground equipment; water tanks and pipe fittings; conversion sets, components and spares; Thornycroft engines and gearboxes; R7C power control units; Hyster winches and winch ropes; Taylor crane electromagnet, 3 ft. diameter; tyres and wheels; Land Rover, Leyland and AEC vehicle spares; textiles; clothing (including unworn ankle boots); webbing; haversacks, etc. and large assortment of miscellaneous stores and equip nent.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

ELECTRONIC VALVES

350 electronic valves, type CV 1397 (E 4505/M/16), lying at Technical Stores Depot, Old Dalby, Melton Mowbray are to be offered at Branston Auction Sale on August 26-27 1969.

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
Aug. 12 .	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

Government Publications

required by customers in Wales may be obtained quickly from

Her Majesty's Stationery Office, 109 St. Mary Street, Cardiff, CF1 1JW

New Books

Many accounts of British trade missions abroad continue to be published. Three recent reports are **France: Report of the London Chamber of Commerce Capital Goods Mission to France.** (61 pages. Available from the Press Office, London Chamber of Commerce, 69 Cannon Street, London EC4. 7s. 6d.); **Selling Mission to Japan 22nd March to 6th April 1969.** Export Council for the Gifts Industry. (20 pages. Available free from the Export Council for the Gifts Industry, 40 Great Marlborough Street, London W1V 1DA); and **Mission to Libya and Malta 29th April-11th May 1969: Report of a Delegation from Leicester and County Chamber of Commerce.** (10 pages. Leicester and County Chamber of Commerce, 4 Horsefair Street, LE1 6EA. 5s.) The Capital Goods Mission to France (April 1969), undertaken by the London Chamber of Commerce, points out that the prospects for the sale of British capital goods are particularly good at the moment. The intensive competition from her Common Market partners is forcing French industry to modernize and re-equip. There is a large scale re-equipment programme being undertaken by both the public and private sectors and the report believes that there are openings both for British engineering products and for technical co-operation. However, British industry must take a more aggressive attitude to the French market to offset the bad reputation that British firms have there at present; it is no use British firms entering this field unless they are prepared to tackle the market in depth, taking at least a five-year view and setting up a French-speaking selling organization of high calibre capable of handling commercial, technical and all documentation problems in the French language. The Export Council for the Gifts Industry's report is a description of its Outward Selling Mission to Tokyo and Osaka, of 17 manufacturers of giftware, fashion jewellery and accessories and other items, during March/April of this year. The total value of orders taken during the Mission's stay immediately after its return amounted to £110,150 and an estimate of sales for the next 12 months is in excess of £273,000. Additionally the Mission also feels that it has opened up a money-earning gift market for Britain surpassed only by the North American continent, which has a tremendous potential for the British giftware manufacturer. The Leicester report is another in the Chamber's extensive series covering visits to many different parts of the world. This one covers the Mission to Libya and Malta describing briefly the present economic situation in each country, and it contains very short individual company reports from firms in the consultant engineering, catering, adhesives, and knitted outerwear industries.

Overseas Contracting and Consultancy. (40 pages. Available free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1). In 1968 the Economic Development Committee for Civil Engineering and the Process Plant Working Party appointed a working party under the chairmanship of Mr. D. E. M. Fiennes to report on the position of engineering contractors and consultants working overseas. Its terms of reference required the working party to note the opinions on fiscal policy expressed by Lord Cromer in his report on *Export Business from Capital Projects Overseas* (Cmnd. 3516, HMSO, 1968); to assess 'the difference in degree of risk' faced by contractors overseas and to examine the impact of taxation, other fiscal measures and export credit guarantee arrangements on such overseas operations; to review the comparative position of foreign competitors; to consider the position of consulting engineers operating overseas; and to make recommendations for removing any fiscal disincentives which the study might reveal. The working party's report is contained in this document. The main conclusion is that overseas contracts are 'a carrier wave for the export of engineering systems and goods'. It seems likely that British consultants have a large share of available world business and that British civil engineering contractors do as well as most others, but in the field of industrial contracting Britain's share of world business is smaller than it should be. The working party makes various proposals of a technical fiscal nature designed to put British contractors in a more competitive position overseas, and calls for further investigation of other proposals concerned with contractors' exchange risks and the need for an additional specialist financial institution to share the risk-taking in the early stages of initiating large and complex projects. Appendices to the report include information on some overseas company tax rates as they apply to non-resident contractors, and on fiscal export incentives available to Japanese, French, German, Norwegian, South African, Australian, and New Zealand contractors.

Marketing research if properly designed and executed, provides pertinent information that can be translated into marketing intelligence – a condition precedent to successful marketing management. **The Management of Marketing Research,** by James H. Myers and Richard R. Mead (153 pages. International Textbook Co. Inc. 22s.) is a comprehensive analysis of marketing research and is written specifically for all those engaged in, or interested in marketing research including businessmen, college or university business students, particularly those whose primary interest is the field of marketing. The main object of this book is to discuss the role of marketing research as a cornerstone of the marketing concept – to show the contributions and limitations of research, its tools and areas of application, and why it is virtually impossible for a firm to be 'market orientated' without the effective use of marketing research. The authors also argue that research must do far more than it has done in most firms in order to keep marketing operations on the track and to develop more effective marketing strategies in today's highly competitive business environment. **Marketing Research: Intelligence and Management,** by Jerry E. Drake and Frank I. Millar. (631 pages. International Textbook Co. Inc. £4 10s.) Contains a more details and academic approach to the subject of marketing research. The authors recognize that marketing research involves both behavioural science and quantitative techniques and they go on to demonstrate the relevance of these two fields of study to the field of marketing research. They also recognize the importance of explaining marketing research through the case method. Throughout the entire text the authors have attempted to direct the student's attention to practical conclusions which will aid management.

Marketing Management for Europe, by C. S. Deverell. (152 pages. Butterworths. 26s.) This is the first volume in a series dealing with the basic problems of British management in selling to European markets, and is written in non-technical language. It is particularly relevant to students studying for the Diploma in Management Studies or the Diploma in Marketing Studies, or the Institute of Export's membership examination. *Marketing Management for Europe* covers such aspects of marketing as the organization of overseas marketing, staffing and training, product planning and design, sales promotion and advertising, pricing and costs, and finally, management techniques and overseas marketing.

Annual Statistical Survey of the Electronics Industry. Electronics EDC. (16 pages. Available free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1). This is a continuation of a series of statistics begun by the Ministry of Aviation in their publication *Basic Statistics of the Electronics Industry* and continued by the Electronics EDC in their publication *Statistics of the Electronics Industry* (June 1967) and *Electronics Industry Statistics and their Sources* (November 1968). The EDC intends to publish a statistical survey at annual intervals every June or July incorporating the full statistics for the previous calendar year. The latest publication gives more detail, on overseas trade and employment than previously, and there is a new section on research and development. The intention is to extend each year the number of fields covered in the survey.

EDC Activity Report. (19 pages. Available free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1). This activity report is a brief description of the current work of the National Economic Development Council, the Economic Development Committees (EDCs) and other special bodies set up by the Council or by the EDCs.

Japan's economic growth has averaged 10 per cent a year in real terms for the past 10 years; her overseas trade is now six times greater than it was a decade ago, with Japan as the world's fourth largest exporter. **Modern Japan.** (60 pages. Available free from the Anglo-Japanese Economic Institute, 342-346 Grand Buildings, Trafalgar Square, London WC2) is an illustrated brochure, which has been specially produced in response to the growing interest in the Japan of today with its industrial progress during the past decade. It gives brief descriptions of the major Japanese industries.

The Chasm Ahead, by Aurelio Peccei. (297 pages. Collier-Macmillan. £3 10s.) This is an analysis of the technological gap that now separates the United States and Europe.

Other publications

MAKING THE MOST OF METRICATION. by Colonel J. S. Vickers. 163 pages. Gower Press. £1 15s.

THE MARKETING SOCIETY: CONSULTANT'S REGISTER. 9 pages. Available free from Co-ordinated Marketing Services Ltd., 73-75 Mortimer Street, London W1.

PRINCIPLES OF DATA PROCESSING. 279 pages. Sir Isaac Pitman & Sons Ltd. £2.

REVIEW OF THE OFFICE EQUIPMENT & SUPPLIES INDUSTRY. 136 pages. Available from Tustain & L'Estrange, 19 Great Winchester Street, London EC2.

TRADE MISSION TO JAPAN 15TH-29TH MARCH 1969. 5 pages. Available free from Slough & District Chamber of Commerce and Industry, 2 Bath Road, Slough, Bucks.

WORRALL'S 1969 TEXTILE & ENGINEERING DIRECTORY FOR INDIA & PAKISTAN. 491 pages. B. & S. Export Advertising Services Ltd., Central Works, Marlborough Street, Oldham, Lancs. £2 19s. 6d.

YOUR FACTORY AND THE LAW, by Ewan Mitchell. 438 pages. Business Books. £3 3s.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
- nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963	1958	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,796		21,788	20,195	20,195	11,372	4,917	1,055	1,020	944	1,752	Series in £ million			
1964	105	128	107	107	103	..	116	113	119	124	113	665	411	91	50
1965	108	132	115	114	105	..	121	124	118	127	119	418	262	49	45
1966	110	133	121	120	107	100	124	128	113	128	125	247	147	19	6
1967	111	133	125	126	109	101	132	124	121	138	143	155	-39	10	11
1968	114	139	133	134	112	104	138	128	134	147	143	169	-47	75	95
1967															
1st quarter	112	132	122	123	107	100	129	124	118	133	138	84	26	- 2	15
2nd quarter	111	133	124	124	108	100	135	131	127	139	141	43	-10	1	13
3rd quarter	111	133	127	126	110	102	134	122	120	143	147	-40	-25	-10	-21
4th quarter	111	135	128	129	112	104	132	120	119	139	146	68	-30	22	2
1968															
1st quarter	114	137	131	134	115	105	137	120	131	145	149	-68	-100	5	49
2nd quarter	112	138	133	130	108	102	134	120	125	150	141	65	24	22	1
3rd quarter	114	140	134	134	111	103	137	128	134	147	139	42	7	10	5
4th quarter	118	142	135	137	113	104	143	144	146	144	142	130	23	38	40
1969															
1st quarter	114	141	136	138	111	102	130	121	128			133	125	- 7	13
1969															
January		141				104									
February		141				101									
March		141				102									
April		141 p				104									
May		142 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1958 prices		Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†	31 Jan. 1956	Mid-month or monthly average		Quarter or quarterly average	At current prices		
Base of index £m. in base year	Dec. 1958	Apr. 1959	16 Jan. 1962		1963	1963		Series in thousands			1963 4,983	1963 4,211	series in £ million
1964	162	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	-399
1965	165	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	- 91
1966	154	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	- 5
1967	143	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475	129	119	-399
1968	143	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	-419
1967													
2nd quarter	148	104	119·6	2·6	105·1	107·5	172·x	508	168	24,495	128	122	-107
3rd quarter	146	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	- 21
4th quarter	143	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	-290
1968													
1st quarter	142	117	122·1	5·0	122·9	111·4	184·6	511	184	24,362	156	142	-135
2nd quarter	138	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	-134
3rd quarter	138	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	- 73
4th quarter	143	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	- 77
1969													
1st quarter	151	134 r	129·7	5·2	122·3	114·1	194·6	499	206		162	154	- 20
2nd quarter			131·8	5·4	124·1 p	115·0 r	195·4	527	195		168	162 r	
1969													
February	149	133 p	129·8	6·2	122·3	114·1	194·7	487	208		158	149	
March	151	134 p	130·3	6·3	122·7	114·4	195·0	504	203		163	155	
April	150	134 p	131·7	5·5	123·7	114·8	195·1	519	199		166	154	
May	155 p	132 p	131·5	5·3	123·9 p	115·0 p	195·4	518	196		166	162	
June			132·1	5·3	124·7 p	115·2 p	195·6	543	191		173 p	169 r	
July								577p	186p				

† Not seasonally adjusted.

Insurance companies in 1968

THIS IS THE SEVENTH annual article summarizing the information on investment and assets held by insurance companies which is provided to the Board of Trade by the British Insurance Association. The previous annual article was published in the *Board of Trade Journal* on August 16, 1968. This article also provides statistics of transactions in assets of insurance companies during the first quarter of 1969.

Investment during 1968

Insurance companies total net investments in 1968 amounted to £894·8 million. This total was 17·5 per cent greater than in 1967, the largest annual increase since the commencement of this series in 1963. Total net investment of the life funds increased by 16 per cent to £790·9 million, and that of the general funds by 31 per cent to £103·9 million.

The most significant change in the pattern of investment by life funds, which account for 88 per cent of total net investment, was the decrease in the proportion invested in British government securities from 32 per cent in 1967 to 16 per cent in 1968, although total holdings of this class of security by life funds increased by 7·6 per cent. Conversely investment in company securities increased from 9 per cent of the total net investment in 1967 to 24 per cent in 1968 although the disinvestment in preference shares continued.

These total figures differ slightly from those shown in the last quarterly article on the insurance companies (published in the *Board of Trade Journal* of April 18, 1969) which showed the sum of net investment in the four quarters of 1968, but excluded agents' balances etc. which are only available annually. The figures for agents' balances etc. include outstanding premiums, interest accrued, and outstanding interest, dividends and rents, but probably the largest single component is world wide reinsurance balances.

Holdings of assets

Table 4 shows that the book value of life funds' holdings of assets increased from £10,626 million at the end of 1967 to £11,830 million at the end of 1968, an increase of 11 per cent. Holdings of public sector securities (at nominal values) rose by £219 million (7½ per cent) during 1968 to £3,187 million, which represented 27 per cent of total assets as compared with 28 per cent of total assets in 1967. Company securities (at book values) rose by £670 million to £4,952 million (42 per cent of total assets). Mortgages and loans rose by £195 million to £2,031 million (17 per cent of total assets) and holdings of land, property and ground rents rose by £135 million to £1,264 million (11 per cent of total assets). Agents' balances etc. at £202 million were £19 million more than in 1967, and represented 2 per cent of total assets.

The total assets of general funds rose by £160 million (about 14 per cent) in 1968. Public sector securities remained at almost exactly the same level at end-1968 as at end-1967, but represented 16 per cent of total assets as compared with 18 per cent a year earlier. Company securities rose by £98 million, mostly in ordinary shares, and their share of the total increased from 34 per cent to 39 per cent.

Transactions in the first quarter of 1969

The total net investment of insurance companies in the first quarter of 1969 is shown in Table 5 at £183·4 million, £17·4 million less than the previous quarter and £53·2 million less than in the corresponding quarter of 1968. There was disinvestment of £7·2 million in public sector securities. New investment by the life funds' in the first quarter of 1969 fell by £4·4 million as compared with the previous quarter.

Investment of the general funds at £0·9 million was £13·1 million less than in the previous quarter.

Table 1. Transactions at cash values in assets of insurance companies, 1965, 1966, 1967 and 1968

£ million

	Combined Funds						General Funds						Life Funds					
	1965 Net investment	1966 Net investment	1967 Net investment	1968 Assets acquired	1968 Assets realized	1968 Net investment	1965 Net investment	1966 Net investment	1967 Net investment	1968 Assets acquired	1968 Assets realized	1968 Net investment	1965 Net investment	1966 Net investment	1967 Net investment	1968 Assets acquired	1968 Assets realized	1968 Net investment
British government and government guaranteed securities:																		
Period to maturity:																		
Up to 5 years	-25	-16·4	-65·7	253·3	293·8	-40·5	- 9	- 4·3	-11·9	61·8	67·6	- 5·8	-15	-12·1	-53·8	191·5	226·2	-34·7
Over 5 and up to 10 years	-22	-74·7	- 5·2	60·6	79·3	-18·7	-10	-11·3	- 2·9	8·0	12·9	- 4·9	-12	-63·4	- 2·3	52·6	66·4	-13·8
Over 10 and up to 15 years	49	-64·9	13·5	63·2	63·4	- 0·2	12	- 2·0	- 2·5	7·3	13·0	- 5·7	37	-62·9	16·0	55·9	50·4	5·5
Over 15 years	33	168·8	275·4	787·3	610·5	176·8	- 1	11·6	17·8	49·4	39·9	9·5	35	157·1	257·6	737·9	570·6	167·3
Undated	11	8·4	1·1	69·1	66·4	2·7	—	- 1·4	0·2	2·2	2·5	- 0·3	12	9·7	0·9	66·9	63·9	3·0
Total	48	21·2	219·1	1,233·5	1,113·5	120·1	- 8	- 7·4	0·7	128·7	135·9	- 7·2	57	28·4	218·6	1,104·8	977·6	127·2
Local authorities, etc., securities	22	0·5	- 1·8	52·2	36·4	15·8	- 2	2·7	- 4·5	7·3	6·6	0·7	24	- 2·2	2·7	44·9	29·8	15·1
Company securities:																		
Ordinary shares	86	103·4	99·6	594·1	370·4	223·7	15	18·2	38·4	97·5	62·3	35·2	72	85·2	61·2	496·6	308·1	188·5
Preference shares	15	1·5	-32·5	39·6	61·2	-21·6	14	17·9	11·4	25·1	12·1	12·9	2	-16·4	-43·9	14·6	49·1	-34·5
Debentures, etc.	206	231·4	185·4	308·7	90·6	218·1	- 2	- 2·0	- 3·2	17·0	12·8	4·2	208	233·5	190·7	291·8	77·8	213·9
Total	307	336·3	252·5	942·4	522·2	420·2	27	34·1	44·6	139·5	87·2	52·2	282	302·3	208·0	803·0	435·0	368·0
Other investments:																		
Mortgages and loans:																		
Home: house purchase loans	90	59·8	34·0	168·5	97·1	71·4	3	- 3·3	1·4	6·9	4·7	2·2	87	63·1	32·5	161·6	92·4	69·2
other mortgages and loans	90	97·5	56·0	153·5	81·8	71·7	- 1	1·4	- 1·3	2·0	4·6	- 2·6	91	96·2	57·2	151·6	77·2	74·4
Overseas	3	0·5	2·3	3·8	2·4	1·4	1	- 1·2	0·2	0·8	0·7	0·1	1	1·8	2·1	3·0	1·7	1·3
Overseas government, etc., securities	- 6	-12·0	3·6	21·0	22·8	- 1·9	- 2	- 7·7	0·3	6·0	6·1	- 0·1	- 4	- 4·2	3·3	14·9	16·7	- 1·8
Land property and ground rents	89	117·0	95·3	145·2	25·8	119·4	- 4	0·4	- 8·2	7·7	13·9	- 6·2	93	116·7	103·5	137·5	11·9	125·6
Other	1	- 0·8	- 0·1	2·7	1·8	0·9	—	- 0·2	- 0·1	0·7	0·9	- 0·2	—	- 0·7	- 0·2	2·0	1·0	1·0
Total	266	262·1	191·1	494·7	231·8	262·9	- 3	-10·6	- 7·7	24·0	30·8	- 6·8	268	272·9	198·4	470·7	201·0	269·7
Total of Investments	643	620·2	661·1	2,722·9	1,903·9	819·0	14	18·9	33·2	299·5	260·5	39·0	629	601·3	627·9	2,423·4	1,643·4	780·0
Cash and short-term assets	-19	- 6·3	44·3			0·7	-14	8·3	18·3			8·0	- 5	-14·5	25·9			- 7·3
Agents balances, etc.	34	36·4	55·9			75·1	24	12·7	27·7			56·9	10	23·6	28·2			18·2
Total Net Investments	658	650·3	761·3			894·8	25	39·8	79·2			103·9	633	610·5	682·0			790·9

– Nil or less than £.05 million

Notes and definitions

These statistics cover:

(a) United Kingdom companies which are members of the British Insurance Association, that is, those whose parent company is registered and whose head office is in the United Kingdom.

(b) Commonwealth life companies which are members of the British Insurance Association, in respect of their United Kingdom business.

(c) Collecting Friendly Societies

The returns include assets held in respect of money remitted by overseas branches and subsidiaries, but they exclude direct investment by a United Kingdom company in its overseas branches or subsidiaries, as well as financial assets held by or on behalf of those branches, even if held in the United Kingdom.

Thus the figures of holdings of assets differ from other published insurance statistics. The British Insurance Association itself publishes each year total investments of its British members. These figures differ in two important respects from those of holdings of assets published in the present article. First, the annual statistics published by the British Insurance Association includes assets of overseas subsidiaries of United Kingdom companies, and secondly, public sector securities in the present statistics are at nominal values while in the Association's figures they are at book values.

The figures differ from those published by the Board of Trade in the Annual Summaries of Statements of Insurance Business published under the Insurance Companies Act, 1958, in additional respects; the latter give assets divided between companies carrying on life business and other companies, compared with the breakdown between life assets and other assets in this article, The annual Summaries also include companies which are not members of the British Insurance Association, but these are very small in relation to the total.

The Collecting Friendly Societies are not included in the annual summaries published under the 1958 Act, but one of the largest members of the Association of Collecting Friendly Societies, is a member of the British Insurance Association and is included in the figures published by the British Insurance Association.

Cash and short-term assets include cash in hand and with United Kingdom banks, United Kingdom Treasury bills and local authority bills and temporary money, and other short-term assets held in the United Kingdom or overseas.

Holdings of public sector securities are at nominal values; holdings of other investments are at book values. Transactions in assets are at cash values. Net investment is the difference between payments made for assets acquired and payments received for assets realized.

Public sector securities include British Government and Government guaranteed securities and United Kingdom local authority securities (including Harbour Boards, Water Boards, etc.). Treasury bills and local authority bills are not included under this heading. Securities with optional redemption dates are classified by their final date. Conversions on maturity are omitted from the statistics of transactions in assets.

Figures given in the various tables in this article have been rounded, and totals are not always exactly equal to the sum of their components.

The statistics shown in table 4 can give only a broad picture of the distribution of insurance companies' assets because of the different bases of valuation. The nominal value shown for public sector securities are now generally well above book values or market values. The prices of debenture and loan stocks have been falling for some years, and book values may be fairly close to market values. The prices of ordinary shares, on the other hand, have been rising (especially during 1968), and their book values are likely to be below market values.

Changes in book values between the end of one year and of the next do not correspond to the cash value of transactions during the year because of re-valuations.

Changes between one year and the next in the statistics of holdings of public sector securities by maturity dates are affected by the transfer of stocks from longer to shorter maturity classifications.

Table 2. Pattern of investment of life insurance funds†

	Percentage of Totals									
	Holdings of Assets					Net Investment in Asset				
	End 1964	End 1965	End 1966	End 1967 (‡)	End 1968‡	1964	1965	1966	1967	1968
British government and government guaranteed securities	25	24	22	24	24	14	9	4	32	16
United Kingdom local authorities, etc., securities	4	4	4	4	3	—	4	—	—	2
Company securities:										
Ordinary shares	21	21	20	20	22	23	11	14	9	24
Preference shares	4	4	4	3	2	2	—	- 3	- 6	- 4
Debentures, etc.	15	16	18	18	18	29	33	38	28	27
Mortgages and .oans	17	17	18	17	17	20	28	26	13	18
Land, property and ground rents	10	10	11	11	11	9	15	19	15	16
Other investments (including overseas government, etc., securities)	1	1	1	1	1	—	- 1	- 1	1	—
Cash and other short-term assets	1	1	1	1	1	3	1	- 2	4	- 1
Agents' balances, etc.	1	1	2	2	2	—	2	4	4	2
Total	100	100	100	100	100	100	100	100	100	100
£ million	8,143	8,826	9,514	10.626	11,830	631	633	611	682	791

† Holdings of British government and government guaranteed securities and United Kingdom local authorities, etc. securities are at nominal values; other assets are at book values. Net investment in assets is at cash transaction values.
‡ Includes Commonwealth Life Funds.

Table 3. Pattern of investment of general insurance funds†

	Percentage of Totals									
	Holdings of Assets					Net Investment in Asset				
	End 1964	End 1965	End 1966	End 1967	End 1968	1964	1965	1966	1967	1968
British government and government guaranteed securities	19	17	15	15	13	-5	-3	-19	1	- 7
United Kingdom local authorities, etc., securities	4	4	4	3	3	3	-8	7	- 6	34
Company securities										
Ordinary shares	21	22	23	23	27	25	60	46	48	34
Preference shares	4	5	6	6	7	2	56	45	14	12
Debentures, etc	7	7	6	5	5	9	-8	-5	- 7	4
Mortgages and loans	6	6	5	7	4	13	12	-8	—	—
Land, property and ground rents	6	6	7	7	6	3	-16	1	- 10	- 6
Other investments (including overseas government, etc., securities)	6	7	5	4	3	9	-8	-20	—	—
Cash and other short-term assets	8	6	6	7	7	21	-54	21	23	8
Agents' balances, etc.	20	21	22	22	24	20	96	32	35	55
Total	100	100	100	100	100	100	100	100	100	100
£ million	989	1,041	1,082	1,212	1,335	56	25	39·8	79·2	103·99

† Holdings of British government and government guaranteed securities and United Kingdom local authorities, etc., securities are at nominal values; other assets are at book values. Net investment in assets is at cash transaction values.

(Continued on next page)

INSURANCE COMPANIES, *continued*

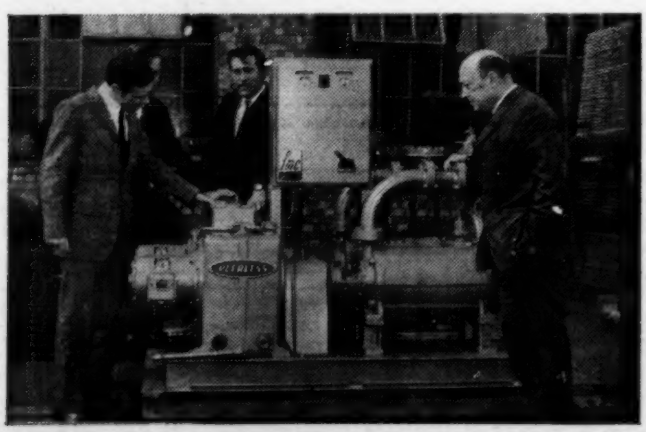
Table 4. Financial assets held by insurances companies

£ million, end period

	Combined Funds					General Funds						Life Funds					
	1964	1965	1966	1967	1967	1968	1964	1965	1966	1967	1968	1964	1965	1966	1967	1967	1968
PUBLIC SECTOR SECURITIES AT NOMINAL VALUES:																	
British government and government guaranteed securities:																	
Period to maturity:																	
Up to 5 years	67	61	60	132	144	121	30	24	32	52	52	37	37	28	80	92	70
Over 5 and up to 10 years	126	186	113	108	114	97	53	43	32	22	22	73	142	81	87	92	75
Over 10 and up to 15 years	210	239	240	205	216	204	39	56	40	27	16	172	183	200	178	189	187
Over 15 years	1,336	1,296	1,382	1,641	1,747	1,967	57	44	55	72	84	1,279	1,253	1,327	1,568	1,675	1,883
Undated	449	480	502	510	541	571	9	9	6	5	4	440	471	496	505	536	567
Total	2,188	2,262	2,297	2,596	2,762	2,961	188	176	165	178	178	2,001	2,086	2,132	2,418	2,584	2,782
United Kingdom local authorities, etc., securities																	
Period to maturity:																	
Up to 5 years	51	51	49	51	52	63	13	11	13	14	15	38	40	36	37	38	48
Over 5 and up to 10 years	72	79	85	84	86	110	15	16	17	13	14	58	64	68	71	73	96
Over 10 and up to 15 years	95	99	94	91	92	82	8	7	6	5	5	87	92	88	86	87	77
Over 15 years	157	169	164	165	168	162	5	6	7	6	6	151	163	157	159	163	155
Undated	16	20	24	24	24	29	—	—	—	—	—	16	19	23	23	24	29
Total	391	418	416	415	422	445	41	40	42	38	40	350	378	372	376	384	405
Total of public sector securities	2,580	2,681	2,712	3,012	3,185	3,406	228	216	208	217	218	2,352	2,464	2,504	2,795	2,968	3,187
OTHER ASSETS AT BOOK VALUES:																	
Company securities:†																	
Ordinary shares	1,933	2,046	2,199	2,306	2,358	2,943	203	225	250	282	362	1,731	1,821	1,948	2,024	2,076	2,580
Preference shares	399	424	426	370	375	347	35	48	66	77	88	364	375	360	293	299	259
Debentures, etc.	1,313	1,513	1,735	1,865	1,972	2,184	73	69	68	64	71	1,240	1,444	1,667	1,801	1,908	2,113
Total	3,645	3,983	4,360	4,541	4,705	5,473	311	342	384	423	521	3,335	3,640	3,975	4,119	4,282	4,952
Mortgages and loans:																	
Home: House purchase loans	800	883	904	928	939	1,052	32	35	28	30	32	768	848	876	898	909	1,021
Other mortgages and loans	603	694	838	907	921r	1,000	17	16	17	16 r	14	587	677	820	853	905	986
Overseas	26	26	25	29	30	32	9	9	7	7	8	17	17	19	22	22	24
Overseas government, etc., securities	119	111	106	104	131	139	42	38	37	31	39	77	73	70	73	100	101
Land	851	952	1,084	1,194	1,211	1,349	56	64	77	82	85	795	889	1,007	1,111	1,219	1,264
Other	49	69	63	55	55	5	21	40	22	19	—	28	30	40	36	37	5
Total	2,448	2,735	3,020	3,217	3,287r	3,578	177	202	188	185 r	178	2,272	2,534	2,832	2,995	3,102	3,400
Total of other assets	8,674	9,398	10,091	10,771	11,177r	12,457	716	760	780	825 r	917	7,958	8,639	9,311	9,909	10,352	11,540
Cash and short-term assets	146	122	123	176	180	188	77	60	70	89	99	69	62	54	87	91	89
Agents, balances, etc.	312	346	382	438	444	519	196	220	233	261	318	116	126	149	178	183	202
Total assets	9,132	9,866	10,596	11,385	11,802r	13,164	989	1,041	1,082	1,175 r	1,335	8,143	8,826	9,514	10,173	10,626	11,830

† The figures for combined life and general funds include £299 million at end 1964, £310 million at end 1965, £318 million at end 1966, £348 million at end 1967, £417 million at end 1968 of securities of companies registered overseas of these amounts £157 million 1964, £165 million 1965, £167 million 1966, £18 million 1967, and £222 million 1968 represented ordinary shares, of United States companies; the balance consisted very largely of securities of companies registered in the overseas sterling area and Canada. Holdings of securities of companies registered in other countries, including Europe, totalled only £21 million 1964, £24 million 1965, £23 million 1966, £23 million 1967, and £28 million 1968.

‡ Includes Commonwealth Life companies.



As part of their drive into export markets, Varley FMC Limited, of Brentford, recently ran a training course for personnel from their French Agents, Ets. Nauder, of Paris. The personnel from France were given an intensive training course covering the application and maintenance of Varley Products and also visited some of the many installations where Hydro/constant packaged water booster sets are in service. Shown in the photograph are Messrs. Chevalier and Raynaud of Ets. Nauder, together with Tony Wheeler, product manager and John Thurston, hydraulics manager, examining the latest version of the Hydro/constant packaged water booster set.

Lancer Boss Limited were hosts to a party of Czechoslovakians materials handling specialists, at the start of a week-long visit to this country sponsored by the Ministry of Technology recently. The visiting trade delegates and ministry officials saw working demonstrations of a selection of the company's lift trucks – including a Lancer 2500 Series container handling sideloader designed for handling 20 ft. long 20 ton containers and a Boss DD80 frontlift truck of 81,000 lb. capacity – the largest truck of its kind so far built anywhere in Europe.

Table 5. Transactions at cash values of insurance companies

£ million

	Combined Funds					General Funds					Life Funds				
	1st qtr. 1968 Net Investment	4th qtr. 1968 Net Investment	1st quarter, 1969 Assets Acquired	Assets Realized	Net Investment	1st qtr. 1968 Net Investment	4th qtr. 1968 Net Investment	1st quarter, 1969 Assets Acquired	Assets Realized	Net Investment	1st qtr. 1968 Net Investment	4th qtr. 1968 Net Investment	1st quarter, 1969 Assets Acquired	Assets Realized	Net Investment
British government and government guaranteed securities:															
Period to maturity															
Up to 5 years	-9·8	-0·4	69·0	81·2	-12·8	1·0	0·7	17·4	14·9	2·4	-10·8	-1·1	51·6	66·9	-15·2
Over 5 years and up to 10 years	-2·7	-1·9	28·9	30·4	-1·5	-0·6	-0·7	4·0	7·0	-3·0	-2·1	-1·2	24·9	23·4	1·5
Over 10 and up to 15 years	-2·0	5·2	33·8	33·5	0·3	-1·7	-1·6	7·8	7·6	0·2	-0·3	6·7	26·0	26·0	—
Over 15 years	56·8	-2·0	325·4	332·6	-7·2	-1·7	1·8	20·0	19·8	0·1	58·5	-3·8	305·4	312·7	-7·4
Undated	7·7	-11·2	48·0	29·8	18·1	—	-0·8	10·4	10·5	-0·1	7·7	-10·4	37·6	19·3	18·3
Total	50·0	-10·4	505·1	508·2	-3·1	-3·0	-0·6	59·5	59·9	-0·3	53·0	-9·8	445·5	448·3	-2·8
United Kingdom local authorities, etc. securities	2·8	0·6	3·3	7·4	-4·1	0·7	-0·8	0·4	1·9	-1·4	2·0	1·4	2·9	5·6	-2·7
Company securities:															
Ordinary shares	67·8	48·6	119·9	76·5	43·4	9·3	9·3	16·9	11·3	5·6	58·5	39·3	103·1	65·2	37·9
Preference shares	-7·1	-5·3	8·2	6·9	1·3	2·0	6·0	3·2	2·0	1·2	-9·0	-11·3	5·0	4·9	0·1
Debentures, etc.	55·5	58·5	98·0	21·5	76·5	2·6	1·5	5·3	2·7	2·6	52·9	56·9	92·7	18·8	73·8
Total	116·3	101·8	226·1	104·9	121·2	13·9	16·8	25·3	15·9	9·4	102·4	85·0	200·8	88·9	111·8
Other investments															
Mortgages and loans:															
Home: House purchase loans	7·9	23·6	44·3	20·5	23·8	0·5	0·7	1·5	1·1	0·4	7·5	22·9	42·8	19·4	23·4
Other mortgages and loans	25·0	22·9	146·8	115·2	31·6	-1·2	0·2	0·5	0·7	-0·2	26·2	22·7	146·3	114·5	31·8
Overseas	0·5	—	1·9	0·3	1·6	0·1	0·1	—	—	—	0·4	-0·1	1·9	0·3	1·6
Overseas government, etc., securities	1·4	-0·5	3·5	6·7	-3·1	0·4	-1·4	1·3	1·4	-0·2	1·0	0·8	2·2	5·2	-3·0
Land, property and ground rents	30·4	29·1	53·0	4·6	48·4	1·7	-10·3	1·7	1·2	0·5	28·6	39·4	51·3	3·4	47·9
Other	—	0·5	0·8	0·6	0·2	—	-0·1	0·4	0·4	—	—	0·6	0·4	0·2	0·2
Total	65·2	75·5	250·3	147·8	102·4	1·4	-10·7	5·4	4·9	0·5	63·8	86·3	244·8	143·0	101·9
Total of investments	234·2	167·5	984·7	768·3	216·4	13·0	4·7	90·7	82·6	8·1	221·2	162·9	894·0	685·7	208·3
			Balances					Balances					Balances		
			Dec. 31, 1968	Mar. 31, 1969				Dec. 31, 1968	Mar. 31, 1969				Dec. 31, 1968	Mar. 31, 1969	
Cash and other short-term assets:															
Cash in hand and with UK banks	-1·7	24·6	106·3	67·7	-38·7	-5·2	12·0	66·6	54·5	-12·1	3·5	12·6	39·8	13·2	-26·6
UK local authority bills and temporary money	6·1	1·5	36·3	37·9	1·6	1·2	-2·3	7·1	13·5	6·4	4·8	3·8	29·2	24·5	-4·8
Other short-term assets	-1·9	7·2	45·4	49·4	4·0	-0·1	-0·3	25·8	24·2	-1·5	-1·8	7·5	19·7	25·2	5·5
Total	2·4	33·3	188·0	155·0	-33·0	-4·0	9·3	99·4	92·2	-7·2	6·5	24·0	88·7	62·8	-25·8
Totol net investment	236·6	200·8			183·4	9·0	14·0			0·9	227·6	186·8			182·4

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, July 25, 1969.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Makers name
				BRITISH	
Movietone News 2094	Br/E 34287	8	July 25	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2094A	Br/E 34288	8	July 25	" " "	" " "
Pathe News 69-59	Br/E 34339	7	July 25	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-60	Br/E 34340	7	July 25	" "	" "
				FOREIGN	
All the Wishes of the World	F 34219	10	July 23	Curzon Film Distributors Ltd.	Jugoslavija Film, Belgrade
Cinderella – Italian Style	F 34220	103	July 23	Metro-Goldwyn-Mayer Pictures Ltd.	Sostar S.A., Vaduz.
9 Ages of Nakedness	F 34221	95	July 24	Orb Productions Ltd.	Token Film Productions Ltd.
Beautiful Dreamer (La Belle Cerebrale)	F 34222	14	July 24		Les Films Armorial, Paris
Winnie the Pooh and the Blustery Day	F 34223	25	July 24	Walt Disney Productions Ltd.	Walt Disney Productions
Ride a Northbound Horse	F 34224	79	July 25	" "	" "

Britain's record breaking tourist year – 346,000 foriegn visitors in May

BRITAIN'S TOURIST trade is breaking all records this year, according to the British Travel Association, Britain's official tourist organization, which reports that more than 346,000 foreign visitors arrived here in May – a rose of 94,000 on the same month last year.

A BTA spokesman said that May arrivals brought the total number of foreign visitors to Britain in the first five months of this year to 1,087,000, which was an increase of 222,000 (26 per cent) on the same period of record-breaking 1968. He said that this was the highest rate of increase for the first five months of any year since tourist records were kept.

Visitors from European countries in May numbered 219,000. This was a rise of 69,000 on the same month last year and brought total European arrivals in the first five months of 1969 to 718,000 – an increase of 158,000 (28 per cent) on the period.

United States visitors in May numbered 97,000, which was 20,000 more than in the same month last year. They brought total United States arrivals in the first five months of 1969 to 267,000, which was an increase of 44,000 (20 per cent) on that period.

The British Travel Association spokesman said details of tourist arrivals from Commonwealth countries in the first five months of this year were not available. It was estimated that these were also considerably higher than in the same period of 1968,

Private pension funds in 1968

THIS IS THE seventh annual article covering the transactions and assets of the self-administered private pension funds of industrial and commercial companies and non-profit making bodies which do not operate their pension schemes through insurance companies. This article summarizes the investment by private pension funds during 1968 and the assets held at the end of that year, and gives comparable estimates for earlier years. It also gives estimates of transactions in assets during the first quarter of 1969.

The 360 funds now fully contributing to the inquiry are estimated to hold about four-fifths of the total assets of all self-administered private pension funds. As in the results presented in the previous annual article, the tables provide estimates of all private self-administered private pension funds, excluding those of co-operative societies, by making allowances for those funds which are not included in the sample, or have not responded in full to the inquiries. These allowances have been made by assuming that the pattern of holdings of funds for which data are not available is similar to that of funds of similar size which contribute fully.

Transactions in assets in 1968

Estimates of total net investment in 1968 by private self-administered pension funds are shown in Table 1, together with separate figures for funds in three size groups (with assets of over £25 million ('large') with assets of between £1 million and £25 million ('medium') and with assets of less than £1 million ('small'). Funds of co-operative societies are excluded from these estimates, but a footnote to Table 2 gives some information about them.

The total net investment of the private pension funds analysed was £282.7 million in 1968, an increase of £26.3 million on 1967. This compares with a decrease of 4 per cent between 1966 and 1967. The increase was all in the medium-sized funds whose net investment rose from £103.2 million in 1967 to £132.8 million in 1968, an increase of 29 per cent compared with an increase of 2 per cent between 1966 and 1967. Net investment by the small funds fell by £2.8 million, and that of the large funds was marginally lower than in 1967, by £.4 million.

There was a net disinvestment in public sector securities of £8.3 million compared with a net investment of £29.0 million in 1967. The pattern of investment in company securities, for each of the three size groups of funds was proportionately the same in 1968. For the first time in these annual articles it is possible to show separately the net investment in property unit trust units, which amounted to £25.6 million in 1968; these investments appear to be of increasing importance in the investment policy of the medium and large funds. Previously property unit trust units had been included with ordinary shares.

Holdings of assets

Table 2 shows the analysis of holdings of assets by private pension funds (excluding co-operative societies) for the years 1965 to 1968. The estimate of holding of assets at the end of 1968 increased from £3,725.8 million at the end of 1967 to £4,279.5 million at the end of 1968, an increase of almost 15 per cent. The most significant features shown in this table are a 23 per cent decrease in holdings of public sector securities and a 28 per cent increase in holdings of company securities. Other investments, consisting largely of investment in land, property and ground rents rose by 34 per cent in 1968. Holdings of property unit trust units amounted to £45.3 million, more than half of which had been acquired in 1968.

Pension funds of co-operative societies

Statistics of holdings of assets by co-operative societies pension funds are shown in a footnote to Table 2. These are derived mainly from the largest of the co-operative societies and the reports of the Registrar of Friendly Societies.

Transactions in the first quarter of 1969

Table 3 shows the total net investment by private pension funds in the first quarter of 1969 at £66.7 million to have been 17 per cent less than in the previous quarter, but slightly higher than in the corresponding quarter of 1968. There was very large disinvestment in public sector securities, amounting to £28.7 million.

Notes and definitions

The statistics relate to the self-administered pension and superannuation funds of the private sector, including those of companies and non-profit making bodies. Respondents are asked to make returns covering financial assets of funds whose investment policy is managed from within the United Kingdom, including the funds of any subsidiary companies. Some undertakings operate two or more pension funds; such funds have been treated as single funds in the statistics.

Funds which operate primarily through insurance companies and funds of local authorities, public corporations or central government are not included. All funds with assets of £1 million or more have contributed to the inquiries, although not all of them have been able to give fully detailed statistics. About 1 in 4 of funds with assets of £0.1 million but less than £1 million contribute to the statistics, while funds with assets below £0.1 million are not approached. Estimates have been made of quarterly transactions of and assets held by funds not included in the sample or which did not respond.

All the funds were asked if possible to give their marketable securities at December 31 at current market values. Approximately two-thirds of funds responding did so: the remainder gave figures at their accounting date nearest to December 31. For this reason the figures of holdings of cash and other short term assets – Tables 2 and 3 differ slightly.

Short term assets are those maturing within one year or originating date including loans payable at lender's option within one year of the date of issue. They include Treasury bills and local authority bills for temporary money. Balances due to stockbrokers on securities sold for future settlement have been deducted from short term assets.

Totals in the tables are not always equal to the sum of their components because of rounding.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill 6s. 6d. (7s.), No. 10 Woman, Wife and Worker 2s. (2s. 4d.), No. 11 Money for Effort 1s. 9d. (2s. 1d.), No. 12 Human Sciences Aid to Industry 2s. (2s. 4d.), No. 13 The Supervisor and His Job 3s. 6d. (3s. 10d.), No. 14 Teaching Machines and Their Use in Industry 3s. (3s. 4d.), No. 15 Training the Adult Worker 3s. 6d. (3s. 10d.), No. 16 How Research Can Help Training 1s. 6d. (1s 10d.), No. 17 Subjective Standards in Industrial Inspection 2s. 3d. (2s. 7d.), No. 18 Work Flow in Batch Production 3s. (3s. 3d.)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Table 1. Net investment in 1966, 1967 and 1968 by size of Pension fund†

£ million: *percentage of total in italics*

	Total Net Investment							
	1966		1966‡		1967‡		1968‡	
British government and government guaranteed securities:								
Period at maturity:								
Up to 5 years	- 9·2	*- 3·1*	- 9·9	*- 3·7*	-14·7	*- 5·7*	-36·4	*- 12·9*
Over 5 and up to 10 years	-40·0	*-13·7*	-38·9	*-14·6*	7·7	*3·0*	- 7·7	*- 2·7*
Over 10 and up to 15 years	-34·4	*-11·8*	-32·8	*-12·3*	-16·1	*- 6·3*	- 7·9	*- 2·8*
Over 15 years	105·4	*36·1*	100·3	*37·6*	56·5	*22·0*	36·9	*13·1*
Undated	6·7	*2·3*	6·8	*2·5*	- 2·7	*- 1·1*	3·3	*1·2*
Total	28·5	*9·8*	25·4	*9·5*	30·6	*- 1·9*	-11·7	*- 4·1*
United Kingdom local authority securities:								
Quoted:								
Period to maturity:								
Up to 10 years	- 2·1	*- 0·7*	- 1·6	*- 0·6*	-10·6	*- 4·1*	3·4	*1·2*
Over 10 and up to 15 years	4·3	*1·5*	4·3	*1·6*	0·1	—	4·0	*1·4*
Over 15 years and undated	0·2	*0·1*	0·4	*0·1*	7·0	*2·7*	- 1·8	*- 0·6*
Unquoted	- 1·9	*- 0·6*	- 1·6	*- 0·6*	1·9	*0·7*	- 2·2	*- 0·8*
Total	0·4	*0·1*	1·4	*0·5*	- 1·6	*- 0·7*	3·4	*1·2*
Total of public sector securities	28·8	*9·9*	26·7	*10·0*	29·0	*11·3*	- 8·3	*- 2·9*
Company securities:								
Ordinary shares	124·4	*42·6*	109·3	*40·9*	122·0	*47·6*	167·0	*59·1*
Preference shares	- 3·0	*- 1·0*	- 2·9	*- 1·1*	- 2·8	*- 1·1*	-11·5	*- 4·1*
Debentures, etc.	106·6	*36·5*	99·8	*37·4*	59·3	*23·1*	32·7	*11·6*
Total	228·1	*78·1*	206·3	*77·3*	178·5	*69·6*	188·2	*66·6*
Other investments:								
Mortgages and loans	3·3	*1·1*	3·0	*1·1*	0·8	*0·3*	- 0·6	*- 0·2*
Overseas government, etc., securities	- 4·5	*-1·5*	- 3·9	*- 1·5*	3·7	*1·4*	- 0·3	*- 0·1*
Property Unit Trust Units	—	—	—	—	—	—	25·6	*9·0*
Other	26·1	*8·9*	26·3	*9·8*	51·5	*20·1*	63·1	*22·3*
Total	25·0	*8·5*	25·5	*9·5*	56·0	*21·8*	87·7	*31·0*
Total of investments	282·1	*96·6*	258·7	*96·9*	263·4	*102·7*	267·7	*94·7*
Cash and other short-term assets:								
Cash in hand and with U.K. banks	13·9	*4·8*	13·5	*5·1*	- 7·8	*- 3·0*	1·1	*0·4*
U.K. local authority bills and temporary money	7·3	*- 2·5*	- 6·6	*- 2·5*	0·1	—	*11·5*	*4·1*
Other short-term assets	3·2	*1·1*	1·0	*0·4*	2·0	*0·8*	16·0	*5·8*
Short-term liabilities	0·2	*0·1*	0·4	*0·1*	- 1·3	*- 0·5*	-13·6	*- 4·8*
Total	10·0	*3·4*	8·3	*3·1*	- 7·0	*- 2·7*	15·1	*5·3*
Total net investment	292·1	100·0	267·1	100·0	256·4	100·0	282·7	100·0

† Excluding funds of co-operative societies, which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds not contributing to the quarterly inquiries.
‡ Revised basis – see *Board of Trade Journal* July 7, 1967, page 42.

£ million

	Net Investment by Funds with Total Assets of											
	Under £1 million				Between £1-25 million				Over £25 million			
	1966	1966‡	1967‡	1968‡	1966	1966‡	1967‡	1968‡	1966	1966‡	1967‡	1968‡
British government and government guaranteed securities:												
Period to maturity:												
Up to 5 years	0·4	-0·2	-0·2	-1·8	-2·8	-3·0	- 4·9	-14·3	- 6·7	- 6·7	- 9·6	-20·3
Over 5 and up to 10 years	-2·1	-0·7	-0·8	-0·4	-13·4	-13·6	2·0	- 6·3	-24·4	-24·6	6·4	- 1·0
Over 10 and up to 15 years	-2·6	-0·9	-0·8	—	-13·5	-12·7	- 3·5	- 5·6	-18·3	-19·2	-11·8	- 2·3
Over 15 years	13·2	6·3	5·4	4·8	42·0	40·6	23·6	19·9	50·1	53·2	27·5	12·2
Undated	-0·1	0·1	-0·5	—	- 1·9	- 2·1	0·5	3·0	8·8	8·8	- 2·7	0·3
Total	8·8	4·8	3·1	2·6	10·3	9·2	17·7	- 3·3	9·3	11·4	9·8	-11·1
United Kingdom local authority, etc., securities:												
Quoted:												
Period to maturity:												
Up to 10 years	-0·2	0·5	-0·3	0·8	0·3	- 0·7	- 6·2	0·5	- 2·1	- 1·4	- 4·1	2·1
Over 10 and up to 15 years	0·2	0·4	0·2	-0·2	2·0	1·9	1·7	0·7	2·0	2·0	- 1·8	3·4
Over 15 years and undated	-0·2	—	0·7	-0·4	0·8	0·3	1·4	0·1	- 0·3	0·1	5·0	- 1·5
Unquoted	-0·2	0·2	-0·3	0·1	- 2·5	- 2·7	0·1	- 0·6	0·9	0·9	2·1	- 1·7
Total	-0·4	1·1	0·3	0·3	0·5	- 1·2	- 3·0	0·8	0·4	1·5	1·2	2·3
Total of public sector securities	8·3	6·0	3·2	2·9	10·7	7·9	14·8	- 2·5	9·7	12·8	11·0	- 8·7
Company securities:												
Ordinary shares	27·2	7·3	4·8	11·9	38·7	37·6	38·2	70·2	58·6	64·4	79·0	85·0
Preference shares	—	0·1	1·4	0·5	- 0·9	- 0·9	- 2·5	- 2·9	- 2·0	- 2·1	- 1·7	- 9·1
Debentures, etc.	17·6	8·7	3·7	1·3	43·7	43·8	34·4	22·4	45·2	47·3	21·2	9·0
Total	44·8	16·1	9·9	13·7	81·5	80·5	70·1	89·6	101·8	109·6	98·5	84·9
Other investments:												
Mortgages and loans	0·5	0·2	-0·5	0·8	3·5	2·9	0·9	- 1·7	- 0·6	- 0·1	0·4	0·2
Overseas government, etc., securities	—	0·7	0·1	-0·2	- 0·9	- 1·1	0·7	- 1·5	- 3·6	- 3·5	2·9	1·4
Property Unit Trust Units	—	—	—	1·1	—	—	—	15·7	—	—	—	8·8
Other	-0·2	0·4	1·7	0·6	8·9	5·9	15·4	20·3	17·5	20·0	34·4	42·2
Total	0·3	1·3	1·3	2·3	11·5	7·7	17·0	32·8	13·4	16·5	37·7	52·7
Total of investments	53·5	23·4	14·4	18·9	103·8	96·3	101·8	119·9	125·0	139·0	147·2	128·9
Cash and other short-term assets:												
Cash in hand and with U.K. banks	2·2	1·4	5·7	-5·7	3·5	2·9	- 0·9	5·1	8·3	9·2	-12·7	1·8
U.K. local authority bills and temporary money	1·6	2·4	—	2·2	-0·5	- 0·4	- 0·8	5·2	- 8·3	- 8·6	0·8	4·0
Other short-term assets	1·4	-1·2	-2·7	-0·3	- 0·3	1·0	4·4	7·2	1·9	1·2	0·3	9·1
Short-term liabilities	—	0·2	-0·1	-0·5	1·5	1·6	- 1·4	- 4·7	- 1·4	- 1·4	0·1	- 8·4
Total	5·3	2·8	3·0	-4·3	4·2	5·1	1·4	12·8	0·5	0·4	-11·4	6·5
Total net investment	58·7	26·2	17·4	14·6	108·0	101·3	103·2	132·8	125·5	139·6	135·8	135·4

(*Continued on next page*)

PRIVATE PENSION FUNDS IN 1968, *continued*

Table 2. Assets held by private pension funds 1965, 1966, 1967 and 1968‡

£ million (*percentages of total in italics*)

	Funds with Total Assets of																			
	Total Assets										Under £1 million									
	1965		1966		1966‡		1967‡		1968‡		1965		1966		1966‡		1967‡		1968	
British government and government guaranteed securities:	610·8	*18·6*	621·4	*18·5*	607·0	*18·7*	730·5	*19·6*	551·2	*12·9*	95·6	*17·8*	108·0	*19·0*	52·2	*23·2*	46·5	*20·2*	41·3	*14·8*
United Kingdom local authority securities	171·0	*5·2*	168·9	*5·0*	166·1	*5·1*	173·8	*4·7*	142·9	*3·3*	40·3	*7·5*	33·4	*5·9*	18·4	*8·2*	17·1	*7·4*	14·9	*5·3*
Total	781·8	*23·7*	790·3	*23·5*	773·0	*23·8*	904·2	*24·3*	694·1	*16·2*	135·9	*25·3*	141·4	*24·8*	70·6	*31·4*	63·6	*27·7*	56·2	*20·2*
Company securities:																				
Ordinary shares	1,593·5	*48·4*	1,580·0	*47·0*	1,507·2	*46·4*	1,791·7	*48·1*	2,491·2	*58·2*	236·1	*44·0*	264·7	*46·5*	85·2	*37·9*	93·3	*40·6*	151·9	*54·6*
Preference shares	78·4	*2·4*	54·3	*1·6*	53·4	*1·6*	51·6	*1·4*	40·6	*0·9*	21·6	*4·0*	10·9	*1·9*	6·3	*2·8*	9·5	*4·1*	2·6	*0·9*
Debentures, etc.	518·9	*15·8*	615·4	*18·3*	600·5	*18·6*	617·7	*16·6*	616·6	*14·4*	82·1	*15·3*	93·5	*16·4*	38·9	*17·3*	36·7	*16·0*	45·3	*16·3*
Total	2,190·8	*66·6*	2,249·7	*66·9*	2,161·1	*66·6*	2,461·0	*66·1*	3,148·4	*73·6*	339·8	*63·3*	369·1	*64·8*	130·4	*58·0*	139·5	*60·7*	199·8	*71·8*
Other assets:																				
Mortgages and loans	64·6	*1·0*	46·8	*1·4*	47·0	*1·4*	59·5	*1·6*	41·0	*1·0*	10·6	*2·0*	7·5	*1·3*	3·5	*1·6*	2·2	*1·0*	3·3	*1·2*
Overseas government, etc., securities	46·6	*1·4*	38·0	*1·1*	38·0	*1·2*	48·7	*1·3*	36·8	*0·9*	6·4	*1·2*	4·4	*0·8*	2·6	*1·1*	2·8	*1·2*	1·8	*0·7*
Property Unit Trust Units	—	—	—	—	—	—	—	—	45·3	*1·5*	—	—	—	—	—	—	—	—	4·0	*1·4*
Other investments	117·8	*3·6*	143·9	*4·3*	141·7	*4·4*	173·9§	*4·7*	232·5	*5·0*	9·9	*1·8*	11·0	*1·9*	2·9	*1·3*	4·6	*2·0*	4·6	*1·6*
Total	229·0	*7·0*	228·7	*6·8*	226·7	*7·0*	282·1	*7·6*	355·5	*8·3*	26·9	*5·0*	22·9	*4·0*	9·0	*4·0*	9·6	*4·2*	13·7	*4·9*
Cash and other short-term assets net	90·9	*2·8*	96·4	*2·8*	84·5	*2·6*	78·5	*2·1*	81·5	*1·9*	34·1	*6·4*	36·1	*6·3*	15·0	*6·6*	16·9	*7·4*	8·7	*3·1*
Total Assets	**3,292·5**	**100·0**	**3,365·2**	**100·0**	**3,245·4**	**100·0**	**3,725·8**	**100·0**	**4,279·5**	**100·0**	**536·7**	**100·0**	**569·5**	**100·0**	**225·0**	**100·0**	**229·7**	**100·0**	**278·4**	**100·0**

£ million (*percentages of total in italics*)

	Funds with Total Assets of																			
	Between £1-25 million										Over £25 million									
	1965		1966		1966‡		1967‡		1968		1965		1966		1966‡		1967‡		1968	
British government and government guaranteed securities:	202·8	*16·8*	198·1	*16·3*	216·6	*16·6*	234·5	*17·1*	200·4	*12·7*	312·4	*20·1*	315·4	*20·0*	338·2	*19·6*	449·5	*21·2*	309·5	*12·8*
United Kingdom local authority securities	66·9	*5·6*	68·5	*5·6*	75·8	*5·8*	67·0	*4·9*	62·8	*4·0*	63·9	*4·1*	67·1	*4·3*	71·9	*4·2*	89·7	*4·2*	65·2	*2·7*
Total	269·6	*22·4*	266·5	*21·9*	292·4	*22·4*	301·5	*21·9*	263·2	*16·6*	376·2	*24·3*	382·4	*24·3*	410·0	*23·9*	539·2	*25·4*	374·8	*15·5*
Company securities:																				
Ordinary shares	549·2	*45·6*	543·9	*44·6*	574·2	*43·9*	642·1	*46·7*	839·0	*53·0*	808·2	*52·1*	771·4	*48·9*	847·8	*49·5*	1,056·2	*49·8*	1,500·4	*62·0*
Preference shares	31·7	*2·6*	21·9	*1·8*	24·9	*1·9*	19·8	*1·4*	28·4	*1·8*	25·1	*1·6*	21·5	*1·3*	22·2	*1·3*	22·3	*1·1*	9·5	*0·4*
Debentures, etc.	222·0	*18·4*	259·0	*21·3*	282·5	*21·6*	271·4	*19·7*	283·1	*17·9*	214·7	*13·8*	263·0	*16·7*	279·0	*16·3*	309·5	*14·6*	288·3	*11·9*
Total	802·9	*66·6*	824·8	*67·7*	881·6	*67·4*	933·3	*67·8*	1,150·5	*72·7*	1,048·0	*67·5*	1,055·9	*66·9*	1,149·0	*67·1*	1,388·0	*65·5*	1,798·1	*74·3*
Other assets:																				
Mortgages and loans	38·9	*3·2*	27·7	*2·3*	29·8	*2·3*	32·4	*2·4*	28·3	*1·8*	15·1	*1·0*	11·6	*0·7*	13·7	*0·8*	24·8	*1·2*	9·4	*0·4*
Overseas government, etc., securities	17·3	*1·4*	13·0	*1·1*	14·2	*1·1*	13·4	*1·0*	10·0	*0·6*	22·8	*1·5*	20·6	*1·3*	21·2	*1·2*	32·6	*1·5*	24·9	*1·0*
Property Unit Trust Units	—	—	—	—	—	—	—	—	22·2	*1·4*	—	—	—	—	—	—	—	—	19·1	*0·8*
Other investments	45·5	*3·8*	54·5	*4·5*	52·9	*4·0*	62·3	*4·5*	68·3	*4·3*	62·5	*4·0*	78·3	*5·0*	85·9	*5·0*	107·0	*5·0*	156·3	*6·6*
Total	101·7	*8·4*	95·2	*7·9*	96·9	*7·4*	108·1	*7·9*	128·7	*8·1*	100·4	*6·5*	110·5	*7·0*	120·8	*7·0*	164·4	*7·7*	213·1	*8·8*
Cash and other short-term assets net	30·9	*2·6*	32·1	*2·6*	35·9	*2·7*	31·3	*2·3*	41·1	*2·6*	25·9	*1·7*	28·2	*1·8*	33·6	*2·0*	30·2	*1·4*	31·6	*1·3*
Total Assets	1,205·1	100·0	1,218·7	100·0	1,306·8	100·0	1,374·3	100·0	1·583·6	100·0	1,550·7	100·0	1,577·1	100·0	1,713·6	100·0	2,121·8	100·0	2,417·6	100·0

† The figures include estimates for other private self-administered pension funds not contributing to the annual inquiries, but exclude funds of co-operative societies which, it is esti mate amounted to £117 million in 1963, £126 million in 1964, £133 million in 1965, £140 million in 1966, £149 million in 1967 and £154 million in 1968, made up as follows:

£ million

	1963	1964	1695	1966	1967	1968
British government securities	7·1	7·7	7·6	11·3	9·8	11·5
United Kingdom local authority securities	10·5	10·1	10·7	6·0	10·1	7·3
Ordinary shares	4·0	3·3	3·6	3·2	4·0	5·9
Preference shares	0·5	1·0	1·3	2·1	1·5	0·9
Debentures, etc.	1·0	1·6	2·3	3·9	4·6	6·5
With parent societies	94·0	102·0	107·4	113·3	118·5	122·0
Total	117·1	125·7	132·9	139·9	148·6	154·3

‡ On revised basis – see *Board of Trade Journal* July 7, 1967, page 42.
§ Includes Property Unit Trusts amounting, in total, to £14·3 million. Prior to 1967 this item was included with 'Ordinary shares'.

'Financial Statistics' for July

THE JULY issue of *Financial Statistics* published on July 22 (HMSO 12s. 6d.) contains CSO estimates of local authority borrowing in the first quarter of 1969 together with supplementary tables showing separate information on borrowing by authorities in England and Wales and in Scotland. Among other new information are further details of transactions in financial assets and liabilities by industrial and commercial companies.

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Table 3. Net investment in assets by private pension funds †

£ million

	Net Investment 1968‡					Transactions ‡ 1st quarter 1969		
	Year 1968	1st quarter	2nd quarter	3rd quarter	4th quarter	Assets acquired	Assets realized	Net Investment
British government and government guaranteed securities:								
Period to maturity:								
Up to 5 years	-36·4	- 6·5	-1·2	-26·5	-2·1	11·1	28·4	-17·3
Over 5 and up to 10 years	- 7·7	- 1·2	1·1	- 5·3	-2·1	2·3	5·3	- 3·0
Over 10 and up to 15 years	- 7·9	- 1·5	-0·9	- 5·2	-0·3	3·9	2·8	1·1
Over 15 years	36·9	- 7·1	8·9	40·7	-5·5	28·8	36·4	- 7·6
Undated	3·3	0·2	-0·4	0·1	3·5	5·3	4·8	0·4
Total	-11·7	-16·1	7·4	3·6	-6·6	51·4	77·8	-26·4
United Kingdom local authority securities:								
Quoted:								
Period to maturity:								
Up to 10 years	3·4	0·4	3·2	- 0·9	0·6	2·1	4·3	- 2·2
Over 10 and up to 15 years	4·0	- 0·1	0·1	4·2	-0·3	0·4	2·1	- 1·6
Over 15 years and undated	- 1·8	- 1·3	-0·2	0·1	-0·4	2·0	2·0	—
Unquoted	- 2·2	0·4	-0·3	- 1·9	-0·3	4·2	2·7	1·5
Total	3·4	- 0·5	2·8	1·6	-0·5	8·7	11·0	- 2·3
Total of Public Sector Securities	- 8·3	-16·7	10·2	5·2	-7·1	60·1	88·8	-28·7
Company securities:								
Ordinary shares	167·0	45·9	40·1	46·6	34·3	106·0	76·0	30·0
Preference shares	-11·5	- 3·2	-1·1	- 1·6	-5·5	3·5	1·7	1·8
Debentures, etc.	32·7	3·6	6·7	11·0	11·5	45·8	20·4	25·4
Total	188·2	46·3	45·7	56·0	40·3	155·3	98·2	57·1
Other investments:								
Mortgages and loans	- 0·6	- 2·7	1·1	1·3	-0·2	3·1	1·4	1·7
Overseas government, etc., securities	- 0·3	0·6	-0·4	- 0·7	0·2	1·8	1·5	0·3
Property Unit Trust Units	25·6	5·4	6·1	7·1	6·6	5·6	—	5·6
Other	63·1	15·2	6·0	12·3	29·8	18·9	0·3	18·6
Total	87·7	18·5	12·8	20·0	36·4	29·5	3·2	26·2
Total of Investments	267·7	48·2	68·6	81·1	69·7	244·8	190·2	54·6
Cash and other short-term assets:								
Cash in hand and with UK banks	1·1	- 5·0	0·5	1·8	3·8	47·0	47·5	0·5
UK local authority bills and temporary money	11·5	19·6	2·0	- 5·4	-4·7	29·7	45·4	15·8
Other short-term assets	16·0	2·5	-0·2	- 0·1	13·9	29·3	26·4	- 2·9
Short-term liabilities	-13·6	- 1·3	2·3	-12·7	-1·9	25·4	26·7	- 1·3
Total	15·0	15·8	4·6	-16·5	11·1	80·6	92·7	12·1
Total Net Investment	282·7	64·0	73·2	64·6	80·8			66·7

† Excluding funds of co-operative societies which are estimated to be increasing by £9 million annually. The figures include estimates for other private self-administered pension funds no contributing to the quarterly inquiries.
‡ On revised basis – see *Board of Trade Journal*, July 7, 1967, page 42.
— Nil or less than £0·5 million

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (*M*)
Air Passengers (*M*)
Air Freight and Mail (*M*)
Airlines (*M*)
Airlines (*Q*)

General index of retail prices for June

THE DEPARTMENT of Employment and Productivity announce that at June 17 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 132.1 compared with 131.5 at May 20, The principal changes affecting the index during the month were rises in the average prices of meat and potatoes, which were partly offset by reductions in the average prices of tomatoes. The changes in the prices of potatoes and tomatoes were mainly seasonal.

Traffic of British airlines in 1968 —correction

IN THE TABLE 'Non-scheduled services and inclusive tours' appearing as part of the article 'Traffic of British airlines in 1968' (*Board of Trade Journal*, July 9, page 110) the capacity of all non-scheduled services in 1965 in million short ton miles should read 453 and not 153,

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on Page xviii of the index, this week's issue.)

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in May was 1 per cent less than in May 1968.

Statistics issued by the Textile Council show that in the five months January-May the amount of cloth woven was again about the same as in the corresponding period of 1968. Production of single yarn was also about the same and the amount of yarn doubled 3 per cent more.

Production in the cotton industry
Annual totals and weekly averages

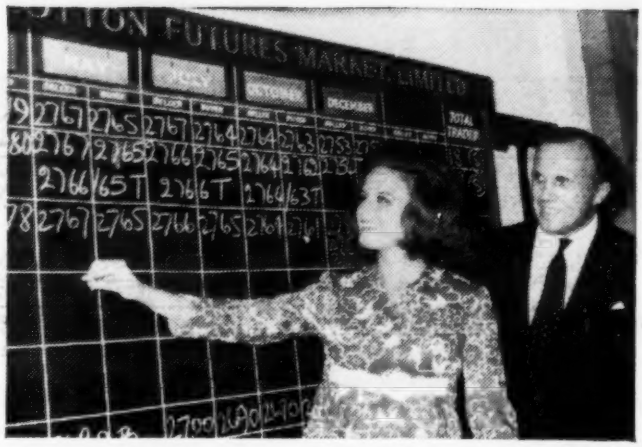
	Single yarn(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0	...	1,014·1	560·3
1964¶	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1968 May	8·1	3·0	2·4	2·6	2·2	15·1	11·7
June	6·4	2·7	1·9	1·8	2·2	13·9	10·3
July	6·0	2·2	1·8	2·1	1·7	9·4	7·9
August	7·5	3·0	2·1	2·2	2·2	14·8	10·8
September	6·4	2·8	1·9	2·0	2·5	13·5	10·0
October	7·8	3·3	2·3	2·3	2·5	15·2	11·5
November	7·9	3·4	2·3	2·3	2·9	15·4	11·7
December	6·7	2·9	1·9	2·1	2·4	12·7	9·9
1969 January	7·5	3·1	2·1	2·4	3·0	14·4	11·5
February	7·5	3·1	2·2	2·5	3·2	14·7	11·8
March	7·7	3·0	2·1	2·7	3·1	14·9	12·1
April	7·0	2·8	2·0	2·5	2·8	13·9	11·0
May	7·5	3·3	2·1	2·7	2·8	14·4	11·6

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (§) Deliveries. (¶) 53-week period.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.



Miss Cathryn Louise Muirhead of Denton, Texas, this year's American Maid of Cotton, is seen here being shown over London's new Cotton Futures Market by Mr. James Gourlay, partner in charge of the Commodities Division of Rudolf Wolff & Co. The Maid of Cotton is chosen each year from the cotton-producing States of America.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in May was 5 per cent less than in May, 1968.

Statistics issued by the Wool Industry Bureau of Statistics show that in the five month January-May deliveries of woven fabrics (excluding blankets) were 4 per cent less than in the same period of 1968; deliveries of worsted yarn (excluding semi-worsted yarn) were 2 per cent less.

Production of wool and hair tops was 6 per cent less and of man-made fibre tops 21 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.					Million sq. yds.		
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
1968 May	37·9	21·0	7·3	31·0	20·3	15·8	12·3	2·3
June	29·9	16·9	5·9	23·8	16·3	13·2	9·6	2·2
July	31·3	18·8	6·8	23·5	17·9	14·1	10·9	1·9
Aug.	24·1	11·7	5·2	22·5	14·9	12·9	8·1	2·5
Sept.	32·1	17·7	7·4	26·1	18·4	13·4	11·0	3·1
Oct.	35·8	18·6	8·3	30·3	21·3	15·8	12·6	3·5
Nov.	34·0	17·5	8·1	29·9	19·0	13·8	11·6	3·0
Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9
1969 Jan.	38·1	19·6	8·3	32·0	20·0	14·6	12·4	3·2
Feb.	33·6	17·4	7·8	27·5	19·1	11·6	11·2	2·5
Mar.	33·7	18·4	7·8	26·7	18·9	11·8	11·3	2·2
Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2
May	31·8	17·2	7·5	25·7	19·2	14·0	10·5	4·7

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In May deliveries of semi-worsted yarn were 1·0 million lb.

Textile and clothing industries: orders and deliveries

NET NEW ORDERS received by the textile and clothing industries in the three months March to May were 2 per cent less than in the three previous months. Deliveries on the other hand were 3 per cent more with the result that order books at the end of May were 1 per cent less than at the end of February.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (†)

Index numbers of the volume of total orders and deliveries(§)

	Orders-on-hand (end period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968	129		99		96	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	100	91	95
4th quarter	129	129	107	97	100	96
1969 1st quarter p	133	134	102	100	98	96

	Orders-on-hand (end period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1968 March	117	117	109	103	104	99
April	121	120	102	101	91	94
May	128	124	115	106	97	94
June	129	125	100	104	97	103
July	124	124	71	86	85	92
August	123	126	86	106	90	96
September	122	129	99	106	100	98
October	123	127	107	90	106	95
November	129	126	125	102	108	99
December	129	129	88	99	87	95
1969 January p	130	130	94	99	91	95
February p	133	133	109	104	103	97
March p	133	134	104	98	102	97
April p	135	134	101	101	96	100
May p	137	132	101	97	96	98

(†) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constan (average 1958) prices.

Industrial building in the second quarter

THE TOTAL floor area of industrial development certificates approved in the second quarter, 1969, was 29·8 million square feet, compared with 33·3 million in the first quarter and 27·5 million in the fourth quarter of 1968. For the first half year the average quarterly rate of approval was 14 per cent above the rate for the year 1968 and 45 per cent above the 1967 rate.

Approvals in the Development Areas rose further in the second quarter, and, apart from the exceptionally high figure for the third quarter last year were, at 9·9 million sq. ft., as high as any recorded since the present basis of measurement was started in 1966. Approvals in the Development Areas in the twelve months ended June, 1969 accounted for 33 per cent of the Great Britain total. These areas contain somewhat under a quarter of the country's population.

Notes:

The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated. New buildings, extensions to existing premises and existing buildings turned to industrial use are included.

The figures in brackets are estimates of the floor area which would have been approved on the basis in use before the introduction of the Industrial Development Act in August 1966. The area of industrial development certificates was then extended to include all ancillary space for storage, canteens, etc. In Scotland, Wales and the Northern Region ancillary space was already being included in areas approved before that date but not in the other regions; because of this lack of comparability the percentage share of Development Areas is not shown prior to 1967.

†The figures in this column are Development Area approvals as percentages of Great Britain totals. The places designated as Development Areas under the Industrial Development Act, 1966 are the whole of the Northern Region, most of Scotland and Wales, and parts of the North West and South West Regions.

Million square feet

	Great Britain				Northern	Yorkshire and Humberside	East Midland	East Anglia	South East	South Western	Wales	West Midland	North Western	Scotland
	Total	Development Areas		Rest										
			(†)											
1961	56·5	15·0	..	41·5	6·5	4·2	3·5	1·8	18·1	2·8	2·5	5·0	7·4	4·9
1962	37·3	9·1	..	28·2	3·0	2·4	2·2	1·8	11·8	2·4	2·1	3·7	4·4	3·7
1963	39·2	12·2	..	27·0	4·2	3·7	2·5	1·5	9·6	2·4	1·6	3·5	5·3	4·9
1964	59·0	20·2	..	38·7	8·2	6·0	3·7	2·5	11·9	4·4	3·2	5·0	8·2	5·9
1965	61·7	24·6	..	37·1	6·2	6·2	3·4	1·8	11·2	3·1	4·5	5·0	9·2	11·0
1966	76·1 (68·8)	29·1 (28·6)	..	47·0 (40·2)	8·2 (8·2)	7·4 (6·4)	4·9 (4·4)	4·1 (3·8)	13·2 (10·8)	4·1 (3·6)	9·3 (9·3)	6·4 (5·1)	10·2 (9·0)	8·2 (8·2)
1967	87·2 (59·7)	28·9 (26·5)	33	58·3 (33·2)	7·5 (7·5)	8·7 (4·6)	6·4 (3·9)	3·6 (2·1)	20·6 (11·1)	6·3 (3·3)	5·7 (5·7)	7·1 (4·0)	11·3 (7·5)	10·1 (10·1)
1968	110·3 (78·7)	37·9 (35·7)	34	72·4 (43·0)	11·9 (11·9)	9·0 (5·8)	7·3 (4·2)	4·7 (2·8)	21·1 (11·1)	6·3 (3·9)	8·8 (8·8)	11·6 (6·6)	17·8 (11·9)	11·8 (11·8)
1967 1st qtr.	27·2 (18·6)	9·8 (8·9)	36	17·4 (9·7)	2·6 (2·6)	3·4 (1·6)	1·7 (1·0)	0·8 (0·5)	5·4 (2·9)	1·9 (0·9)	1·6 (1·6)	2·2 (1·2)	3·5 (2·2)	4·1 (4·1)
2nd qtr.	21·2 (14·5)	6·9 (6·5)	32	14·3 (8·0)	1·4 (1·4)	2·0 (1·2)	0·9 (0·6)	0·8 (0·4)	5·3 (2·9)	1·7 (0·9)	1·5 (1·5)	1·9 (1·1)	2·9 (1·9)	2·7 (2·7)
3rd qtr.	20·6 (14·0)	6·0 (5·5)	29	14·6 (8·5)	0·9 (0·9)	1·8 (1·0)	2·2 (1·4)	0·9 (0·5)	5·6 (3·1)	1·4 (0·9)	1·3 (1·3)	1·7 (0·9)	2·9 (2·3)	1·8 (1·8)
4th qtr.	18·3 (12·5)	6·3 (5·7)	34	12·0 (6·8)	2·6 (2·6)	1·5 (0·8)	1·6 (0·9)	1·1 (0·8)	4·3 (2·2)	1·2 (0·7)	1·3 (1·3)	1·3 (0·8)	2·0 (1·1)	1·5 (1·5)
1968 1st qtr.	24·6 (18·1)	8·9 (8·4)	36	15·7 (9·7)	2·6 (2·6)	2·0 (1·5)	1·8 (1·0)	1·6 (1·0)	4·1 (2·1)	1·4 (0·8)	1·7 (1·7)	1·8 (1·0)	3·8 (2·6)	3·8 (3·8)
2nd qtr.	27·1 (19·4)	8·2 (7·9)	30	18·9 (11·5)	3·4 (3·4)	3·0 (1·9)	1·4 (0·8)	0·9 (0·5)	5·3 (3·2)	2·0 (1·3)	1·3 (1·3)	3·9 (2·1)	3·6 (2·5)	2·4 (2·4)
3rd qtr.	31·1 (22·2)	12·6 (11·8)	40	18·5 (10·4)	4·4 (4·4)	2·2 (1·3)	1·6 (1·0)	1·3 (0·7)	6·4 (3·2)	1·5 (0·9)	3·0 (3·0)	2·8 (1·7)	5·1 (3·3)	2·8 (2·8)
4th qtr.	27·5 (19·1)	8·2 (7·7)	30	19·3 (11·4)	1·6 (1·6)	1·9 (1·2)	2·5 (1·3)	1·0 (0·6)	5·3 (2·6)	1·4 (0·8)	2·8 (2·8)	3·1 (1·9)	5·3 (3·5)	2·7 (2·7)
1969 1st qtr.	33·3 (22·6)	9·5 (8·7)	28	23·8 (13·9)	2·6 (2·6)	3·6 (2·3)	2·2 (1·3)	2·0 (1·4)	8·2 (4·0)	2·4 (1·4)	2·4 (2·4)	2·7 (1·6)	4·6 (3·0)	2·5 (2·5)
2nd qtr.	29·8 (20·5)	9·9 (8·9)	33	19·9 (11·6)	3·8 (3·8)	2·1 (1·3)	1·7 (1·0)	1·7 (0·9)	6·9 (3·5)	1·7 (1·1)	2·1 (2·1)	2·7 (1·8)	5·1 (3·1)	2·0 (2·0)
3rd qtr.														
4th qtr.														

Home machine tool orders still buoyant

MACHINE TOOL orders for the home market continued buoyant in May, as shown in the Ministry of Technology's provisional* recorded figures published last week.

Recorded new orders (Table 1) were worth £10 million. In the seasonally adjusted figures (Table 2) the level of orders in the latest three months was 9 per cent higher than in the previous period,

Home and export deliveries

Figures of export deliveries over the most recent months suggest a rise in trend following the earlier increase in orders. The level of the seasonally adjusted figures in the latest three months is 17 per cent higher than the earlier period,

Home and export order books

With recorded new orders still exceeding deliveries, order books rose slightly in May (Table 1).

If home deliveries continued, as in the past, at twice the rate of export deliveries then home order books represent seven and a half months work and export order books 13 months work.

*The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end period)			Net new orders (†)		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1965	141·3	97·4	43·9	104·2	75·3	28·9	157·7	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·1	29·5	145·5	101·3	44·2
1967	155·6	109·9	45·7	91·7	49·5	42·2	145·7	87·6	58·1
1968	153·1	99·9	53·2	105·5	56·4	49·1	166·9	106·7	60·2
1968 1st quarter	39·3	25·3	14·0	93·3	50·1	43·2	40·9	25·8	15·1
2nd quarter	34·0	22·1	11·9	96·8	52·6	44·2	37·6	24·6	13·0
3rd quarter	38·1	24·5	13·6	101·5	53·9	47·6	42·8	25·8	17·0
4th quarter	41·7	28·0	13·7	105·5	56·4	49·1	45·6	30·5	15·1
1969 1st quarter p	41·7	27·6	14·1	116·2	62·0	54·2	52·4	33·3	19·1
1968 January	13·3	9·3	4·0	96·1	51·4	44·7	17·8	11·2	6·6
February	11·8	7·6	4·2	95·5	52·2	43·3	11·1	8·3	2·8
March	14·2	8·4	5·8	93·3	50·1	43·2	12·0	6·3	5·7
April	10·5	6·8	3·7	94·4	51·8	42·6	11·6	8·5	3·1
May	11·9	7·6	4·3	97·5	53·9	43·6	15·0	9·7	5·3
June	11·7	7·7	4·0	96·8	52·6	44·2	11·0	6·5	4·5
July	13·6	8·8	4·8	99·1	54·0	45·1	15·9	10·2	5·7
August	11·0	7·3	3·7	100·4	54·8	45·6	12·3	8·1	4·2
September	13·4	8·3	5·1	101·5	53·9	47·6	14·6	7·5	7·1
October	12·1	7·8	4·3	106·6	56·5	50·1	17·1	10·4	6·7
November	12·9	8·4	4·5	107·0	57·6	49·4	13·4	9·1	3·8
December	16·7	11·8	4·9	105·5	56·4	49·1	15·1	10·5	4·6
1969 January p	14·1	10·2	3·9	109·4	56·7	52·7	18·0	10·5	7·5
February p	12·3	8·2	4·1	111·8	58·1	53·7	14·7	9·6	5·1
March p	15·3	9·2	6·1	116·2	62·0	54·2	19·7	13·2	6·5
April p	12·3	7·7	4·6	123·0	64·2	58·8	19·1	9·8	9·3
May p	13·1	8·8	4·3	124·7	65·6	59·1	14·7	10·1	4·6
June 1968-May 1969 p	158·5	104·2	54·3	124·7	65·6	59·1	185·6	115·9	69·7
June 1967-May 1968	151·7	103·7	48·0	97·5	53·9	43·6	156·0	94·7	61·3
Percentage increase	*4*	—	*13*	*28*	*22*	*36*	*19*	*22*	*14*

(†) Figures are derived from deliveries and the change in orders on hand during the period (before rounding).
(‡) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times*

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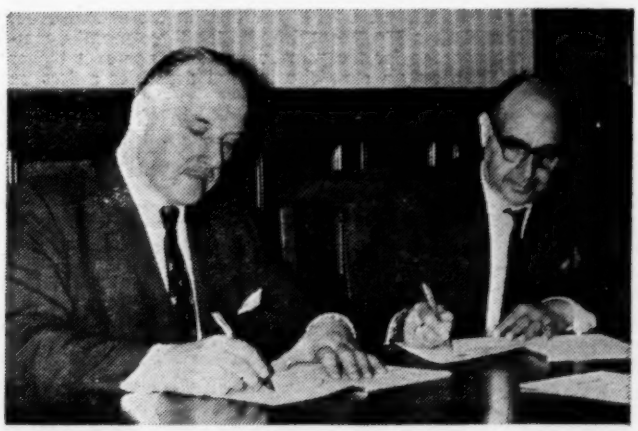
Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end period)			Net new orders (†)		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1965	141·3	97·4	43·9	104·2	75·8	28·4	157·7	114·9	42·8
1966	149·1	105·6	43·5	100·6	71·6	29·0	145·5	101·3	44·2
1967	155·6	109·9	45·7	90·7	49·3	41·4	145·7	87·6	58·1
1968	153·1	99·9	53·2	104·5	56·2	48·3	166·9	106·7	60·2
1968 1st quarter	36·6	24·1	12·5	94·3	51·1	43·2	40·2	25·8	14·4
2nd quarter	36·5	23·5	13·0	94·8	51·4	43·4	37·0	23·8	13·2
3rd quarter	39·5	25·3	14·2	99·3	53·5	45·8	44·0	27·4	16·6
4th quarter	40·5	27·0	13·5	104·5	56·2	48·3	45·7	29·7	16·0
1969 1st quarter p	38·8	26·3	12·5	118·7	63·8	54·9	53·0	33·9	19·1
1968 January	12·9	8·8	4·1	93·7	50·7	43·0	16·0	10·2	5·8
February	12·3	8·2	4·1	94·4	51·3	43·1	12·9	8·8	4·1
March	11·4	7·1	4·3	94·3	51·1	43·2	11·3	6·8	4·5
April	12·2	8·0	4·2	94·0	51·2	42·8	12·0	8·1	3·9
May	12·0	7·6	4·4	95·1	52·1	43·0	13·0	8·4	4·6
June	12·3	7·9	4·4	94·8	51·4	43·4	12·0	7·3	4·7
July	14·6	9·4	5·2	94·8	51·2	43·6	14·7	9·2	5·5
August	12·6	8·4	4·2	97·2	52·0	45·2	14·9	9·2	5·7
September	12·3	7·5	4·8	99·3	53·5	45·8	14·4	9·0	5·4
October	12·8	8·3	4·5	103·4	56·2	47·2	16·8	10·9	5·9
November	12·7	8·3	4·4	104·0	56·6	47·4	13·4	8·8	4·6
December	15·0	10·4	4·6	104·5	56·2	48·3	15·5	10·0	5·5
1969 January p	13·7	9·7	4·0	107·0	56·1	50·9	16·2	9·6	6·6
February p	12·8	8·9	3·9	111·6	57·2	54·4	17·4	10·0	7·4
March p	12·3	7·7	4·6	118·7	63·8	54·9	19·4	14·3	5·1
April	14·3	8·9	5·4	125·0	64·1	60·9	20·5	9·2	11·3
May p	13·2	8·8	4·4	124·6	64·2	60·4	12·8	8·9	3·9
Average of the latest 3 months p	13·3	8·5	4·8	124·6	64·2	60·4	17·6	10·8	6·8
Average of the previous 3 months p	13·8	9·7	4·2	111·6	57·2	54·4	16·4	9·9	6·5
Percentage increase	*–4*	*–12*	*17*	*12*	*12*	*11*	*7*	*9*	*5*

(†) Figures are derived from deliveries and the change in orders on hand during the period (before rounding).
(‡) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown

A model of the office block to house the Business Statistics Office at Newport, Mon. was shown to the local press on July 16 (see Board of Trade Journal *July 23, page 210). The model is seen here with Mr. R. W. H. Hayward, Public Relations Officer Newport County Borough; Mr. G. Prior, Public Relations Officer, Monmouth County Council; Mr. H. E. Browning, Deputy Director, Business Statistics Office; Mr. M. C. Fessey, Director, Business Statistics Office and Mr. R. F. L. Sims, Senior Chief Executive Officer, Business Statistics Office. Eventually the whole office will be located in the new building at Newport and will be responsible for collecting all business statistics including most of those at present collected by other Government departments' own statistical divisions.*



Rose, Downs & Thompson Limited, a member of the Davy-Ashmore Group, announce their latest export order, a vegetable oilseed processing installation worth over £60,000, to be installed at Pietermaritzburg. The order has been placed by W. Moosa & Company and comprises a screw pressing mill and oil processing plant which will eventually handle 80 tons per day of sunflowerseed or groundnut kernels. Picture shows Mr. D. H. Moosa (right) and Mr. G. R. Blakely, managing director of Rosedowns, signing the contract.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Orders, deliveries, production and exports in the engineering industries in May

THE MINISTRY of Technology reports that first estimates for May show that production in the mechanical and electrical engineering industries maintained the February to April rate keeping the current three months 2 per cent above the preceding three months, but the first five months of 1969 show no change from the average for the last quarter of 1968.

In the wider group of engineering industries which includes some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3) the preliminary seasonally adjusted figures show an improvement in total deliveries making the current three months 3 per cent higher than the preceding three months. Figures for the first five months of 1969 suggest a rise from the flat picture of most of 1968. The average increase of 3 per cent for the current three months over the preceding three months applied to both export and home deliveries. Taking the January to May period export deliveries are maintaining their upward trend whilst home deliveries are only just rising above the level of most of 1968.

Net new export orders have risen again, making the current three months 5 per cent lower than the preceding three months, but the considerable increases this year have raised the average level by 24 per cent over 1968 as a whole. Although export deliveries have been rising they have not kept pace with new orders, so orders on hand continued to rise and were 14 per cent above their end year level. Net new home orders have been moving erratically making the latest three months 3 per cent lower than the preceding three months, whilst the level for the year to date is still below that of the last quarter of 1968. As with exports, deliveries are rising slowly but orders on hand are 5 per cent higher than at the end of 1968. Total new orders show a 3 per cent drop on the three months comparison, but the average for the year so far is 13 per cent higher than for 1968. With only a slow rise in total deliveries orders on hand are increasing and are now 7 per cent above their level at the end of 1968.

Description of the Statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another twelve months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net orders series, and in this case the figures shown against the months in Table 3 are three-month centred moving averages of the seasonally adjusted figures, e.g., the figures shown against April are the averages of the seasonally adjusted figures for March, April and May.

British industrialists recently met consular and commercial representatives of Latin American countries during an official luncheon at Canning House, headquarters of the Hispanic and Luso Brazilian Councils in London. Guests included diplomats from Venezeula, Colombia, Ecuador, Peru, Chile and Bolivia. Photograph shows Dr. Alfonso Uribe-Melguizo (left), Counsellor at the Colombian Embassy, and Sr. Don Ricardo Walter Stubbs (right), Counsellor at the Peruvian Embassy, chatting with Mr. C. Kennedy (second from left), senior partner of Kennedy and Donkin, and Mr. S. M. Mackenzie, Director-General, Hispanic and Luso Brazilian Councils.

To ensure that the first Vacnad (a British-made plant which descales and cleans wire by an advanced vacuum process) to be installed in Canada was working efficiently, Abrasive Developments Ltd., Henley-in-Arden, sent a four-man team over. Two members of the team are seen here with their hosts: (left to right) Mr. John Spadone, Spadone Machine Corporation; Mr. Earle Flannery, wire mill manager, York Steel; Mr. Colin Ashworth, joint managing director, and Mr. Barry Bristol, senior designer, both of Abrasive Developments Ltd.; and Mr. Pete Pullen, technical representative, Spadone Machine Corporation.

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production orders on hand and exports

	Production seasonally adjusted			Orders on hand (end period)§ seasonally adjusted			Export‖
	Total 1958 = 100	Mechanical engineering†	Electrical engineering‡	Total December 1958 = 100	Home (unadjusted)	Export	1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	131	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1968	157	151	169	146	135	183	126
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
2nd quarter	157	150	171	141	132	170	128
3rd quarter	158	151	172	141	129	177	116
4th quarter	160	157	165	146	135	183	127
1969 1st quarter	159	157	164	155	138	206	126
1967 July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155	147	167	146	137	174	
May	156	149	169	143	134	172	
June	161	152	175	141	132	170	
July	158	150	170	141	132	171	
August	160	152	173	142	131	175	
September	158	150	172	141	129	177	
October	158	155	163	142	131	179	
November	162	159	167	145	133	181	
December	159	156	165	146	135	183	
1969 January	156	154	159	149	137	189	
February	161	159	166	153	138	199	
March	161	158	168	155	138	206	
April	161	..	..	155	138	208	
May p	162	..	..	156	138	208	
Average:							
Latest 3 months shown	161	157	164	156	138	208	
Previous 3 months shown	159	157	165	153	138	199	
Percentage increase¶	*2*	-	*1*	*2*	-	*5*	

† Covers Minimum List Headings 331 to 352 of the S.I.C. including scientific, surgical and photographic instruments, etc., and watches and clocks.
‡ Covers Minimum List Headings 361 to 369 of the S.I.C.
§ Index of the total value at constant (average 1958) prices of orders held in these industries.
‖ Quarter index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
¶ In the case of orders on hand the percentage increases compare the level at the end of the latest month shown with the corresponding level three months earlier.

(Continued on next page)

ENGINEERING INDUSTRIES IN MAY, *continued*

Table 2. Engineering industries (Order VI and part Order VIII) (†)
Index numbers of the volumes of orders and deliveries (‡) Unadjusted

	Total			Home			Export		
	Orders on hand (end period)	Net New orders‡	Deliveries‡	Orders on hand (end period)	Net new orders‡	Deliveries‡	Orders on hand (end period)	Net new orders‡	Deliveries‡
	Deliveries 1958=100	Average 1958 deliveries 100		Deliveries 1958=100	Average 1958 deliveries 100		Deliveries 1958=100	Average 1958 deliveries 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1968	141	157	157	129	152	155	179	172	162
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter	142	162	158	134	156	156	168	177	164
2nd quarter	138	146	157	129	144	156	164	152	160
3rd quarter	139	150	148	127	141	146	173	174	153
4th quarter	141	172	166	129	168	163	179	185	172
1969 1st quarter	151	191	167	135	177	162	200	234	182
1967 July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January	142	152	142	135	153	143	163	147	140
February	143	149	156	136	157	153	163	162	166
March	142	175	176	134	159	173	168	221	185
April	142	144	147	134	145	144	166	143	155
May	140	147	160	132	140	160	167	168	162
June	138	146	164	129	146	164	164	146	163
July	138	154	151	130	155	152	165	152	146
August	139	140	134	129	125	131	171	185	141
September	139	155	158	127	144	154	173	185	171
October	140	168	157	128	164	157	177	180	156
November	142	174	166	129	170	164	179	186	172
December	141	173	174	129	169	169	179	187	189
1969 January	145	185	155	132	173	150	185	218	172
February	149	192	165	134	172	159	194	250	182
March	151	198	182	135	185	178	200	236	193
April	150	143	153	133	136	151	200	163	160
May p	153	195	169	136	190	164	204	209	185

† See footnotes (†) and (‡) to Table 3.
‡ Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

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Table 3. Engineering industries (Order VI and part VIII) (†)
Index numbers of the volume of orders and deliveries (†) Seasonally adjusted

	Total			Home			Export		
	Orders on hand (end period)	Net new orders§	Deliveries	Orders on hand (end period)	Net new orders§	Deliveries	Orders on hand (end period)	Net new orders§	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	154	142	148	154	145	156
1967	143	144	151	137	141	152	162	155	150
1968	143	157	157	132	152	155	179	172	162
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	138	151	148	134	149	151	149	156
2nd quarter	148	147	151	144	141	151	158	167	150
3rd quarter	146	146	151	140	143	153	162	156	146
4th quarter	143	146	153	137	146	155	162	146	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
2nd quarter	138	148	159	129	144	157	165	158	165
3rd quarter	138	158	159	127	149	157	173	183	165
4th quarter	143	173	159	132	172	157	179	177	163
1969 1st quarter	151	180	161	135	164	157	201	227	174
1967 July	147	145	152	143	140	154	158	158	147
August	146	146	149	141	143	151	161	170	144
September	146	143	151	140	141	153	162	174	147
October	145	143	145	139	144	152	162	140	123
November	144	146	150	138	146	154	162	146	139
December	143	150	162	137	149	158	162	152	177
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	153	157	134	145	153	168	174	168
April	142	149	157	134	140	155	167	175	163
May	140	148	155	131	144	153	167	158	160
June	138	150	165	129	145	163	165	164	170
July	138	156	157	129	150	157	168	174	156
August	139	158	155	128	149	154	172	183	158
September	138	160	164	127	153	158	173	181	181
October	140	166	153	128	162	154	175	177	152
November	141	173	160	130	172	159	177	177	163
December	143	177	163	132	172	159	179	193	175
1969 January	146	180	160	134	169	154	184	214	175
February	149	180	162	134	164	158	193	227	171
March	151	171	162	135	157	157	201	215	175
April	150	175	164	133	165	163	202	204	168
May p	153		172	136		165	204		192
Average:									
Latest 3 months	153	175	166	136	165	162	204	204	179
Previous 3 months	149	180	162	134	169	157	193	214	174
Percentage increase‖	*2*	*– 3*	*3*	*1*	*– 3*	*3*	*5*	*5*	*3*

† Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C Order VIII).
‡ At constant (average 1958) prices.
§ The figures shown against the months are three months centred moving average.
‖ In the case of orders on hand the percentage increases compare the level at the end of the latest month shown with the corresponding level three months earlier.

Food consumption levels in the United Kingdom

ESTIMATES OF FOOD consumption in the United Kingdom are prepared annually by the Ministry of Agriculture, Fisheries and Food. Provisional estimates for 1968 were published in the *Board of Trade Journal*, Vol. 196, No.3752, dated February 14, 1969 (page 443), to provide some early indications of changes in consumption between 1967 and 1968. The following tables show revised estimates for 1965 to 1968 together with the estimated energy value and nutrient content of food supplies. Estimates for the pre-war period and for the years 1940 to 1964 inclusive were published on March 8, 1968 in the *Board of Trade Journal*, Vol. 194, No. 3703, pages 753-759.

The estimates of total supplies of food, after deductions for for exports, waste and non-food uses, are divided by the estimated population to give average consumption per head. The resultant figures are not what any particular individual obtains, but what, on average, is available to the whole population for consumption. They are the only available figures for the total food consumption of the population as a whole, and enable the overall food position to be compared over different periods of time.

Food supplies

The pattern of food consumption over the last few years has in general shown little change. The consumption of total dairy products, in terms of milk solids, after increasing by 2 per cent between 1965 and 1966, has since been slowly declining. Between 1967 and 1968 there was a fall in consumption of liquid milk of 2.2 pints per head, partly because of the withdrawal of free milk from secondary schools. The steady increase in consumption of cream and cheese was maintained in 1968 and represents an increase from 1965 of 22 per cent for cream and 9 per cent for cheese. Total consumption of meat declined slightly between 1967 and 1968, reflecting the reduction of supplies following the outbreak of foot and mouth disease in 1967. Beef and veal consumption was 2.6 lb. lower and mutton and lamb 0.5 lb. per head lower, but this was partly offset by an increase of 0.8 lb. for pork. Poultry consumption continued to expand, and the increase of 1.5 lb. per head from 1967 to 1968 was the largest recorded since 1961. Egg products have for the first time been shown in terms of equivalent numbers of eggs, the total consumption of eggs and egg products in 1968 remaining the same as 1967. Consumption of margarine and cooking fat declined further in 1968, with butter also showing a decrease; other edible oils and fats on the other hand increased sharply to the highest figure yet recorded, the change being primarily due to the increased use of cooking oils. The increase in potato consumption of about 5 lb. per head between 1965 and

Table I. Food supplies per annum moving into consumption in the United Kingdom

(lb. per head per annum)

	1965	1966	1967	1968
I. DAIRY PRODUCTS (excluding butter)				
Liquid milk	323·0	323·1	322·9	320·1
(pints per head per annum)	(250·9)	(250·9)	(250·7)	(248·5)
Cream (40% fat content)	2·3	2·5	2·7	2·8
Cheese	10·1	10·4	10·7	11·0
Evaporated milk, full cream, unsweetened	4·6	4·4	4·8	4·7
Condensed milk, full cream, sweetened	1·1	1·4	1·1	1·1
Condensed milk, machine skimmed	1·8	1·9	2·4	2·5
Dried whole milk	1·8	1·8	1·7	1·3
Dried skimmed milk	2·3	2·6	2·3	2·6
Milk as liquid in manufactured products not elsewhere specified	15·5	18·2	17·3	17·5
TOTAL (converted to milk solids)	55·5	56·5	56·4	56·3
II. MEAT				
Beef – bone in	39·3	41·3	45·0	42·5
Beef – bone out	4·8	4·0	2·7	2·6
Mutton and lamb	22·9	23·5	23·7	23·2
Pork	25·6	24·4	22·5	23·3
Offal	9·6	9·8	9·9	10·1
Canned meat (imported)	6·8	7·1	8·0	7·9
Bacon and ham	25·7	25·1	24·5	25·2
Poultry	16·6	17·8	18·8	20·3
Game and rabbits	0·6	0·7	0·6	0·6
TOTAL (converted to edible weight)	128·5	129·7	131·5	131·2
III. FISH				
Fresh, frozen and cured (wet fillet equivalent)	17·0	16·0	15·9	16·7
Shell fish, fresh and frozen (edible weight)	0·7	0·8	1·0	0·9
Canned fish (imported)	2·8	2·6	3·1	3·2
TOTAL (edible weight)	20·5	19·4	20·0	20·8
IV. EGGS				
Shell eggs (number)	248	245	248	251
Egg products (equivalent number of eggs)	19	23	25	22
TOTAL	267	268	273	273
V. OILS AND FATS (visible)				
Butter	19·4	20·0	20·5	19·7
Margarine (gross)	12·0	12·0	11·7	11·3
(net)†	9·8	11·4	11·1	10·8
Lard and compound cooking fat	13·4	12·4	12·2	11·5
Other edible oils and fats	11·5	12·0	11·4	13·6
TOTAL (converted to fat content)	49·2	50·5	49·9	50·5
VI. SUGAR AND SYRUPS				
Sugar refined‡ (i) (gross)	107·8	109·0	106·9	105·9
(ii)	104·2	105·4	103·2	102·1
(iii) (net)	99·6	100·2	98·1	97·0
Honey	0·6	0·7	0·7	0·7
Glucose	9·3	9·6	9·9	10·5
TOTAL (sugar content) (gross)	116·2	117·6	115·9	115·4
(net)	107·8	108·6	106·8	106·4
VII. FRUIT				
Fresh citrus fruit	19·1	20·0	19·8	20·2
Other fresh fruit	54·1	54·3	48·0	51·6
Canned fruit	18·8	18·7	19·0	18·9
Imported fruit juices (in natural strength)	5·3	5·6	6·5	6·2
Imported fruit pulp	1·2	1·6	1·5	1·9
Imported dried fruit	5·6	5·4	5·2	5·4
TOTAL (converted to fresh equivalent)	122·2	123·4	118·0	122·7
VIII. PULSES AND NUTS				
Dried pulses§	7·6	7·1	7·2	7·2
Shelled nuts and soya flour	5·1	5·2	5·4	5·3
TOTAL	12·7	12·3	12·6	12·5
IX. POTATOES‖	223·8	226·0	225·6	228·5
X. OTHER VEGETABLES				
Fresh tomatoes	13·1	13·2	13·6	13·3
Imported canned tomatoes (incl. juice and puree)	5·5	6·0	6·2	7·0
Cabbage and greens	37·2	35·7	35·4	34·6
Leafy salads	4·3	4·7	4·4	4·4
Fresh carrots	12·0	11·7	12·3	12·1
Fresh legumes	19·4	20·1	22·9	20·2
Other fresh vegetables	28·6	28·8	28·0	28·4
Other canned vegetables¶	8·0	10·0	9·2	7·9
TOTAL (converted to fresh equivalent)	133·6	137·0	137·9	134·0
XI. GRAIN PRODUCTS				
Wheat flour	154·1	153·4	147·0	145·1
Barley products	0·3	0·3	0·3	0·3
Oat products	3·1	2·9	2·7	2·8
Rye products	0·3	0·4	0·4	0·4
Breakfast cereals	5·2	5·6	5·6	5·9
Rice	3·1	2·6	2·2	2·7
Starch and other farinaceous foods	3·1	3·6	2·8	4·3
TOTAL	169·2	168·8	161·0	161·5
XII. TEA, COFFEE AND COCOA				
Tea	8·9	8·7	9·1	8·8
Coffee (bean equivalent)	2·7	2·9	3·1	3·1
Cocoa powder	1·4	1·4	1·2	1·2

† Excluding ingredients shown as separate items elsewhere in the tables (e.g. butter and lard)
‡ (i) Total consumption of sugar including sugar content of imported manufactured foods;
(ii)—(i) less sugar used in production of alcoholic drinks;
(iii)—(i) less sugar used in alcoholic drinks and sugar content of products covered elsewhere in the table to provide for the calculation of calories and nutrients.
§ Includes dried beans and dried peas for canning.
‖ Includes the raw equivalent of potato products (i.e. crisps, canned, dehydrated and frozen potatoes).
¶ Excludes canned dried peas, canned dried beans (beans in tomato sauce, etc.) and canned tomatoes.

1968 reflected the growing demand for processed potatoes (dehydrated, canned, frozen and potato crisps), the consumption of which increased from 18 lb. per head to over 30 lb. per head while consumption of unprocessed potatoes fell by about 7 lb. per head. The downward trend in the consumption of flour continued in 1968 with a fall of nearly 2 lb. per head from the 1967 level; this was offset by increases for other grain products resulting in an overall increase for the group of 0.5 lb. per head between 1967 and 1968. Tea consumption fell in 1968, almost to the level recorded in 1966, while the consumption of coffee and of cocoa remained at the same levels as in 1967.

Nutrient content

The factors used for calculating the protein, fat and available carbohydrate content of foods are based in the main on those published in *The Composition of Foods**. The estimated total energy value of food supplies based on these factors is somewhat lower than that derived from factors compiled by the Food and Agriculture Organization which are used in preparing the food consumption tables published by FAO and the Organization for Economic Co-operation and Development. To facilitate international comparisons, alternative estimates of energy value based on the FAO factors are given at the foot of Table III. The energy value and nutrient content of food supplies moving into consumption has been very stable in recent years. Some of the changes that appear in Table III are artefacts in the sense that they derive partly from re-assessments of conversion factors rather than from genuine changes in food consumption or food composition. Thus about half the recorded decrease in energy value and content of vegetable protein, carbohydrate, calcium, iron and thiamine between 1966 and 1967 is due to adjustments in the factors for flour, and most of the recorded increase in nicotine acid between 1966 and 1968 is due to changes in the factors for beverages. The nutritional value of food supplies in 1968 was virtually the same as in 1967. Table IV illustrates the marked stability in the broad pattern of the diet with respect to the provision of energy: grain products supply just over a fifth of the total energy value, and meat, oils and fats, and sugar and syrups, each just under a fifth; dairy products slightly more than a tenth. In terms of nutrients, protein provides 11 per cent of the total energy of the diet, fat 42 per cent, and carbohydrate 47 per cent; there is a long term tendency for the contributions from protein and fat to increase, and for that from carbohydrate to decline.

*R. A. McCance and E. M. Widdowson, Medical Research Council, Special Report Series No. 297, HMSO, 1967.

Table II. Summary of the main food groups from Table I

(lb. per head per annum)

	1965	1966	1967	1968
Dairy products (excluding butter) (as milk solids)	55·5	56·5	56·4	56·3
Meat (including canned meat, bacon and ham) (as edible weight)	128·5	129·7	131·5	131·2
Fish (edible weight)	20·5	19·4	20·0	20·8
Eggs and egg products (number)	267	268	273	273
Oils and fats (visible) (fat content)	49·2	50·5	49·9	50·5
Sugar and syrup (sugar content gross)†	116·2	117·6	115·9	115·4
Fruit (as fresh equivalent)	122·2	123·4	118·0	122·7
Pulses and nuts	12·7	12·3	12·6	12·5
Potatoes	223·8	226·0	225·6	228·5
Other vegetables (as fresh equivalent)	133·6	137·0	137·9	134·0
Grain products	169·2	168·8	161·0	161·5
Tea	8·9	8·7	9·1	8·8

† For further breakdown see Table I.

Table III. Nutrient equivalent of supplies per head per day moving into consumption in the United Kingdom

		1965	1966	1967	1968
Protein:					
Animal	g.	51·0	51·6	52·3	52·4
Vegetable	g.	35·5	35·1	33·0	32·7
Total	g.	86·5	86·7	85·3	85·1
Fat from all sources	g.	142	144	143	143
Carbohydrate†	g.	403	402	385	387
Calcium	mg.	1,120	1,140	1,120	1,140
Iron	mg.	15·0	14·9	14·6	14·8
Vitamin A	i.u.	4,590	4,690	4,770	4,740
Thiamine	mg.	1·91	1·89	1·86	1·85
Riboflavine	mg.	1·97	1·98	1·98	1·98
Nicotinic acid	mg.	16·8	16·8	18·0	18·5
Vitamin C	mg.	108	105	105	104
Vitamin D	i.u.	130	130	133	133
Energy value‡	k. cal.	3,130	3,150	3,070	3,080
Energy value (calculated on F.A.O. factors)	k. cal.	3,220	3,240	3,160	3,170

† Available carbohydrate expressed as monosaccharides.

‡ About half the fall of 80 k. cal. between 1966 and 1967 is an artefact due to the adjustment of the factors used to estimate the nutritive value of flour.

Table IV. Percentage of total energy supply derived from each major food group, and from protein, fat and carbohydrate

	1965	1966	1967	1968
Dairy products (excluding butter)	12	12	12	12
Meat (including canned meat and bacon)	17	16	17	17
Oils and fats (including butter)	18	18	18	18
Sugar and syrups	17	17	17	17
Potatoes	5	5	5	5
Grain products	24	24	22	22
Other foods	7	8	9	9
TOTAL	100	100	100	100
Protein	11·0	11·0	11·1	11·1
Fat	40·8	41·1	41·9	41·8
Carbohydrate	48·2	47·9	47·0	47·1

Table V. Factors for converting weight to common denominators in 1968 (a)

TABLE V	
I. DAIRY PRODUCTS (excluding butter) to milk solids	
Liquid milk	0·124
Cream 40% fat content	0·456
Cheese	0·63
Evaporated milk, full cream, unsweetened	0·31
Condensed milk, full cream, sweetened	0·31
†Condensed milk, machine skimmed	0·223
includes: Condensed milk, sweetened	0·27
Condensed milk, unsweetened	0·20
Dried whole milk	0·97
Dried skimmed milk	0·95
II. MEAT (product weight to edible weight)	
Beef – bone in	0·84
Beef – bone out	1·00
Mutton and Lamb	0·86
Pork	0·78
Offal	1·00
†Canned meat, etc. (imported)	0·955
includes: Canned corned meat	1·10
Canned bacon and ham	1·00
Canned pig products	0·90
Canned tongue	1·00
Canned sausages	0·75
Canned meat other	0·75
Sausages fresh	0·75
Other meat products	0·80
Bacon and ham	0·89
Poultry	0·70
Game and rabbits	0·83
V. OILS AND FATS (product to fat content)	
Butter	0·825
Margerine	0·853
Lard and compound cooking fats	0·99
†Other edible oils and fats	0·999
includes: Dripping	0·99
Edible oils and fats	1·00
Cocoa butter	1·00
VI. SUGAR AND SYRUPS (product to sugar content)	
Sugar	1·00
Honey	0·77
†Glucose	0·855
includes: Glucose liquid	0·82
Glucose powder	1·00
VII. FRUIT (product to fresh equivalent)	
Canned fruit	0·80
Fruit juices (in natural strength)	2·00
Fruit pulp	0·85
Dried fruit	4·00
X. OTHER VEGETABLES (product to fresh equivalent)	
†Canned tomatoes (including juice and puree)	1·566
includes: Canned tomato puree and paste	2·50
Canned tomato juice	1·00
†Other canned vegetables	1·260
includes: Canned carrots	1·15
Canned green peas (garden)	1·51
Canned other vegetables	1·10

† These commodities are composite items and the factors used may vary from year to year with any change in the composition or proportion of the various foods included.

Source: Ministry of Agriculture, Fisheries and Food. 1969

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page,

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Divisions of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects, including the following: *Labour, Fuel and Power, External Trade, Industrial Production, Industrial Materials, Finance, Wages and Prices.* Price **8s. 6d.** (*by post* 9*s.* 8*d.*)

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Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

Exhibitions and Fairs

Address of new Trade Promotions Branch

THE TITLE and address of the merged Trade Fairs Branch and British Weeks and Stores Promotions Directorate is: Trade Promotions Branch, Board of Trade, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

The next comprehensive programme of Trade Promotions will be published in the *Board of Trade Journal* on August 13. This Programme will give the names of the contacts for particular events, the telephone numbers and extensions. In the meantime, telephone inquiries about trade fairs and other overseas promotions should be directed to 01-248 5757.

BoT Co-operative Advertising Scheme

THE Co-operative Advertising Scheme operated by the Board of Trade provides assistance to United Kingdom firms contributing to advertising in connection with a specific store promotion overseas in which they are taking part and which is being officially supported by the Board of Trade. Under the scheme the overseas store holding the promotion submits a plan of advertising and the Board of Trade determines the level of its co-operative advertising support for the event.

United Kingdom firms who are approached by overseas stores or their representatives and who wish to confirm that the Board's assistance is available should get in touch with the Trade Promotions Branch, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7244).

Free display opportunities at Argentine exhibition

THE ARGENTINE Chamber for the Plastics Industry is organizing a plastics exhibition in Buenos Aires from October 3 to 19 and from October 24 to November 16 (Argenplas 69).

Ninety Argentine firms are participating and exhibits will include raw materials, machinery, equipment, technological advances, and finished and semi-finished products. The exhibition is open for products both made in Argentina and imported, the latter when they are different from those made locally.

The organizers are, however, interested in having on display as wide a sample as possible of the latest advances in the plastics industry throughout the world and have offered to display, free of charge, any new plastic items provided they are made by the most advanced technological means. They would also be glad to receive modern films on the plastics industry. Any interested firms should write direct to the Secretary, Senor Néstor H. Itoiz, Secretario, Cámara Argentina de la Industria Plástica, Sarmiento 2494, Buenos Aires.

Eight London buses which will take part in the British Week promotion in Tokyo, from September 26 to October 5 are looked over by BOAC stwardess Miho Suzuki. The eight buses, sponsored by British companies, will be driven in Tokyo by London Transport drivers to carry passengers between the various promotions in the city. BOAC is investing more than £45,000 towards the success of British Week. The airline, which operates three routes to Japan from London, will promote Britain in five major Tokyo stores in addition to sponsoring one of the buses. BOAC recently began operating a fast polar route from London to Japan, supplementing the traditional route via India and the route across the United States and the North Pacific.

60 British food firms share special Tokyo supermarket

AT LEAST 60 British food firms will be taking part in a special food display in the Tokyo Budokan during British Week in September.

The display which is part of the 'Britain in Tokyo' exhibition has been organized by the food and drink committee for British Week Tokyo, under the chairmanship of Mr. Norman Wood of Associated British Foods Ltd. It is expected that at least 250,000 people will visit the Budokan during the Week.

The companies will display their products in a supermarket setting and food samples will be given away to the Japanese public.

The food and drink committee has decided to organize a 'follow-up' mission to Japan next year.

Lord Blackett to open International Design Congress

LORD BLACKETT, President of the Royal Society and Scientific Advisor to the Ministry of Technology, will open the sixth Congress of the International Council of Societies of Industrial Design (ICSID) at the Queen Elizabeth Hall, South Bank, London, on September 10. Lord Blackett, a Nobel Prize winner for Physics, will address the Congress on the subject of the social implications of technological innovation.

Delegates from more than thirty countries will be welcomed at the opening ceremony of the Congress by Mr. Lesley Freeman, Chairman of the Greater London Council. Over five hundred participants have already enrolled for the Congress and large delegations are expected to attend from Europe, including Austria, Czechoslovakia, France, Italy and the Federal Republic of Germany as well as from the United States.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

Guyana

BRITAIN IS TO PROVIDE a total of £4,25 million in loan funds for Guyana, including £3 million for reconstruction of sea defence works and £1.25 million for agreed projects in Guyana's development programme over the years 1969/71. The loans are for 25 years with a five-year waiver of interest and a two-year grace period for capital repayments.

The contract for the first part of the sea defence works reconstruction financed under the £3 million loan has been open to tender from British firms and the Guyana Government is expected to name the successful firm shortly.

A second part of the sea defence project, from Windsor Forest to Uitvlugt, has been agreed and is expected to be opened to tender shortly. Sir William Halcrow & Partners of London have been appointed by the Guyana Government as consultants for the sea defence works. Finance for the reconstruction is also being provided by the World Bank.

Inquiries concerning this notice should be addressed to Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1, quoting reference number CRE 25852/G (Tel. 01-222 7877, Ext. 2627).

Ghana

THE MINISTRY of Overseas Development is increasing its £2 million loan to Ghana, announced earlier this year, by £1.65 million.

The loan is for the purchase of British goods and services and as a contribution towards the cost of development projects to be agreed between the two governments. The total loan of £3.65 million will be interest free, with a maturity of 25 years including a grace period of five years on the repayment of capital.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Division, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference number CRE 19945/G (Tel. 01-222 7877, Ext. 3064).

India and Tunisia

FOLLOWING the recent visit of a Tunisian trade delegation to New Delhi letters were exchanged between the Governments of India and Tunisia extending their bilateral trade agreement for a further period of one year.

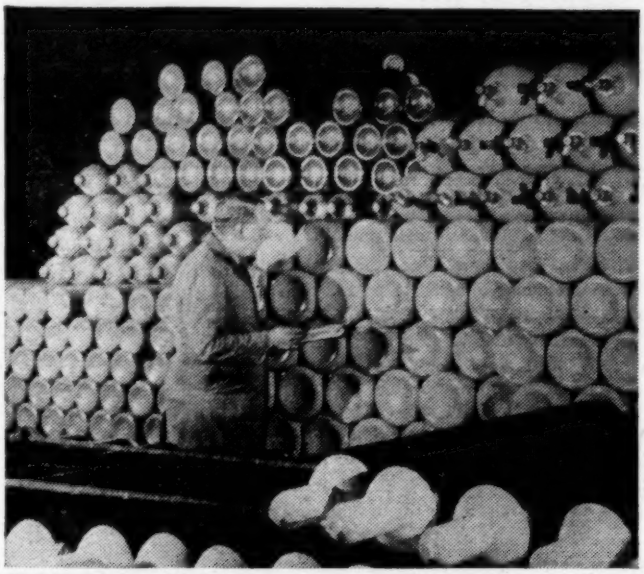
According to the official Government of India Press Release Tunisia is to resume shipments of rock phosphate to India, and India is to export to Tunisia non-traditional items, particularly iron and steel products and engineering goods.

Any inquiries arising from this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277).

Greece and Czechoslovakia

A RENEWAL of the Czechoslovak-Greek bilateral trade (clearing) agreement of July 22, 1964 for the period July 1, 1969 to June 30, 1970, was signed in Athens on July 5.

Any inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).



Checking identification numbers of Chesterfield gas cylinders for export against the numbers on the test certificates. Facilities are available at The Chesterfield Tube Co Ltd., to produce and test gas cylinders to meet the specifications of customers in over 40 different countries throughout the world.

Iraq and East Germany

A TECHNOLOGICAL Economic Agreement between Iraq and East Germany was signed on June 25. The terms of the Agreement include a loan of ID 30 million to Iraq, repayable at an interest rate of 2.5 per cent over a period of 12 years, and covering a number of industrial projects. The loan will be repaid in the form of Iraqi commodities, 70 per cent of which will be crude oil.

Inquiries regarding this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468/467/482).

Hints to Business Men Booklets

REVISED EDITIONS of the booklets on Norway, Nigeria, Libya, Sweden, Malta and Belgium and Luxembourg have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room CO7, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

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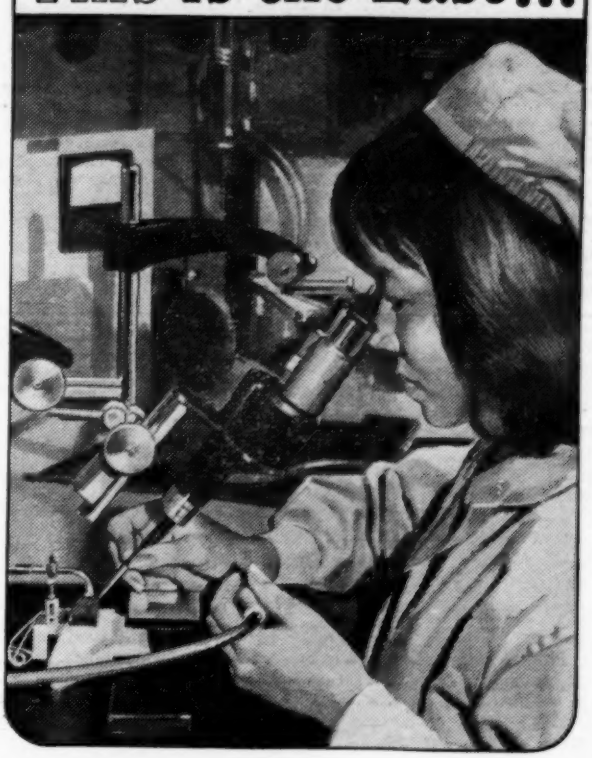
This is the East...



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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ARGENTINA

Bulletin 142/69

STATE OIL COMPANY AND GAS CO.:
*7s. (In Spanish.) **Passenger Airplane.** August 20. E.S.B. 31011/69/J.

AUSTRALIA

Bulletin 138/69

MELBOURNE AND METROPOLITAN BOARD OF WORKS:
Traffic Signal Equipment. (Further Information.) E.S.B 29567/69/J.

Bulletin 139/69

ENGINEERING AND WATER SUPPLY DEPARTMENT:
Pumping Plant. October 23. E.S.B. 30292/69/J.
ELECTRICITY COMMISSION OF NEW SOUTH WALES:
*Water Treatment Plant. September 8. E.S.B. 30279/69/J.
PURCHASING AND CONTRACTS COMMITTEE:
*50s. **Switchgear.** August 12. E.S.B. 30291/69/J.
SNOWY MOUNTAINS HYDRO-ELECTRIC AUTHORITY:†
*17s. **Transformers.** August 13. E.S.B. 30421/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
*109s. **Air Conditioning, Heating and Pressurizing Plants** August 11. E.S.B. 30224/69/J.

Bulletin 140/69

DEPARTMENT OF WORKS:
Steam Boiler and Auxiliary Equipment. August 12 E.S.B. 30715/69/J.
DEPARTMENT OF CIVIL AVIATION:
Beacon Flasher Units. August 19. E.S.B. 30714/69/J.
NORTHERN ELECTRICITY AUTHORITY OF QUEENSLAND:
*67s. **Metering Equipment.** Closing date postponed to August 27. (Further Information.) E.S.B. 25648/69/J.
MELBOURNE CITY COUNCIL:
*34s. **Land Development, Construction of Buildings.** October 30. E.S.B. 30717/69/J.
SYDNEY COUNTY COUNCIL:
*Transformers. September 11. E.S.B. 30716/69/J.

Bulletin 141/69

NABALCO GOVE PROJECT:
*2s. **Telephone Network.** August 29. E.S.B. 30750/69/J.
QUEENSLAND IRRIGATION AND WATER SUPPLY COMMISSION:
Construction of Dam. Closing date not stated. E.S.B 30749/69/J.

BOLIVIA

Bulletin 141/69

EMPRESA NACIONAL DE ELECTRIDAD:
Transformers; Switchboard; Substation and Equipment. September 15. E.S.B. 26963/69/J.

BRAZIL

Bulletin 142/69

COMPANHIA METROPOLITANA DE AGUA DE SAO PAULO:
Crane. September 22. E.S.B. 31021/69/J.

BURMA

Bulletin 139/69

MINISTRY OF DEFENCE:
*2s. **Searchlight Lamps.** September 7. E.S.B. 29963/69/J
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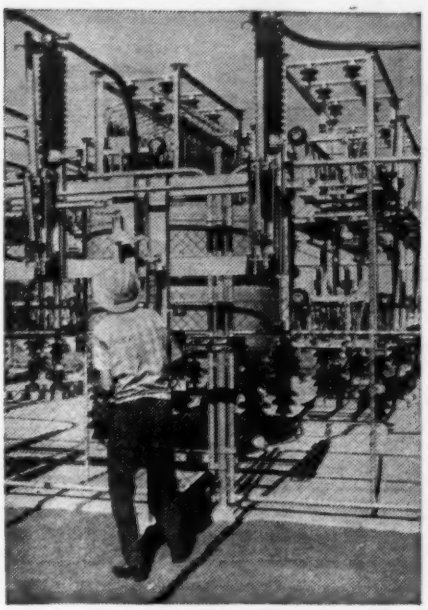

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Bulletin 140/69

ELECTRICITY SUPPLY BOARD:
*7s. **Air Compressors and Pumps.** (Further Information.) E.S.B. 29063/69/J.

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*3s. **Metal Spraying Gun.** August 11. E.S.B. 25986/69/J.
MYANMA EXPORT IMPORT CORPORATION:
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*8s. **Chemicals.** August 18. E.S.B. 26961/69/J.

Bulletin 142/69

PAPER FACTORY AND CHEMICAL INDUSTRIES BOARD:
*110s. **Pulp and Paper Mill.** September 30. E.S.B. 31019/69/J.
MINISTRY OF AGRICULTURE AND FORESTS
*4s. **Irrigation Project.** October 31. E.S.B. 31017/69/J.

CEYLON

Bulletin 141/69

CEYLON GOVERNMENT RAILWAY:
Linseed Oil. October 5. E.S.B. 30796/69/J.
MUNICIPAL TREASURER, TOWN HALL:
*Cast Iron Fittings and Specials. August 21. E.S.B. 30798/69/J.
GOVERNMENT STORES DEPARTMENT:
Filing Tags. August 19. E.S.B. 30779/69/J.
*2s. **Tyres and Tubes.** August 26. E.S.B. 30795/69/J.
CEYLON CEMENT CORPORATION:
Weighbridges. August 30. E.S.B. 31002/69/J.
STATE TIMBER CORPORATION:
*Mobile Sawing Machine. August 11. E.S.B. 30799/69

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EMPRESA DE TRANSPORTES COLECTIVOS DEL ESTADO:
*17s. (In Spanish.) Buses. Closing date postponed to September 8. (Further Information.) E.S.B. 29231/69/J.
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EMPRESA NACIONAL DE ELECTRICIDAD SA:
*39s. High Voltage Fuses and Fuse Cutouts. September 2. E.S.B. 31023/69/J.

COLOMBIA
Bulletin 138/69
EMPRESA DE ENERGIA ELECTRICA DE BOGOTA:
Transformers. August 18. E.S.B. 30215/69/J.
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EMPRESAS DEPARTMENTALES DE ANTIOQUIA:
Pipes. August 25. E.S.B. 30784/69/J.
EMPRESAS PUBLICAS DE MEDELLIN:
Crane. August 18. E.S.B. 30783/69/J.
INSTITUTO DE FOMENTO INDUSTRIAL:
*3s. (In Spanish.) Construction of Electric Meter Plant. September 30. E.S.B. 30785/69/J.

COSTA RICA
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SECCION DE PROVEEDURIA SNAA:
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*1s. (In Spanish.) Concrete Sprayer. September 8. E.S.B. 30419/69/J.
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*1s. (In Spanish.) Ventilators. August 28. E.S.B. 30736/69/J.
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CYPRUS TELECOMMUNICATIONS AUTHORITY:
*5s. Fire Fighting Equipment. August 15. E.S.B. 30431/69/J.

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MINISTEIRO DE OBRAS PUBLICAS:
Construction of Roads. August 13. E.S.B. 30794/69/J.

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PUBLIC POWER CORPORATION:
Fork-Lift Vehicles. August 26. E.S.B. 30212/69/J.
Chronometer. August 19. E.S.B. 30211/69/J.
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Hydraulic Diesel Vehicle. August 28. E.S.B. 30213/69/J.
Fork-Lift Vehicle. August 30. E.S.B. 30214/69/J.
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*7s. Bearings. August 25. E.S.B. 30216/69/J.
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*16s. Pharmaceuticals. August 11. (Further Information.) E.S.B. 19448/69/J.
PUBLIC POWER CORPORATION:
Vehicle. August 18. E.S.B. 31024/69/J.
Electro Generating Torque. August 13. E.S.B. 31025/69/J.

INDIA
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PUBLIC WORKS DEPARTMENT:
*3s. Pumping Plant. September 24. E.S.B. 30453/69/J.
DAMODAR VALLEY CORPORATION:
Brass Condenser Tubes. August 11. E.S.B. 30440/69/J.
Transformers. October 7. E.S.B. 30442/69/J.
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BHARAT ALUMINIUM CO. LTD.:
Power Station Plant. Closing date postponed to August 16. (Further Information.) E.S.B. 22679/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
*6s. Handling Mini-Manipulators. (Further Information.) E.S.B. 29983/69/J.
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BHARAT EARTH MOVERS LTD.:
*Steel Carriage and Wheel Sets. August 14. E.S.B. 31050/69/J.
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*5s. Spectrophotometer. September 5. E.S.B. 31040/69/J.
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*5s. Electric Furnace. September 11. E.S.B. 31046/69/J.
*5s. Temperature Indicator, Thermocouple Selector Switch, Cable. September 5. E.S.B. 31038/69/J.
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COCHIN REFINERIES LTD.:
Refineries Expansion. September 1. (Pre-qualification.) E.S.B. 31014/69/J.

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IRANIAN STATE RAILWAYS:
*9s. Wire. September 21. E.S.B. 30434/69/J.
*9s. Electric Clocks. September 15. E.S.B. 30433/69/J.

IRAQ
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AMANAT AL-ASIMA:
*Sewer and Pavement Laying. (Further Information.) E.S.B. 27774/69/J.
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ASBESTOS INDUSTRIES COMPANY (NAT):
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MOSUL SUGAR FACTORY ADMINISTRATION:
Pipes, Joints and Steel Flanges. August 16. E.S.B 30489/69/J.
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*2s. Potato Flour. (Further Information.) E.S.B. 29901/69/J.
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Scientific Equipment, Chemicals. Closing date not stated. E.S.B. 30435/69/J.
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*4s. Brass, Steel, PVC, Titanium, Ebonite. August 11. E.S.B. 30481/69/J.

IRISH REPUBLIC
Bulletin 139/69
DEPARTMENT OF POSTS AND TELEGRAPHS:
Hoists. August 12. E.S.B. 30222/69/J.
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CORK CORPORATION:
Weighbridge. August 15. E.S.B. 30427/69/J.

JORDAN
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ROYAL JORDANIAN AIRLINES – ALIA:
*77s. Construction of Aircraft Supply Building. Closing date not known. E.S.B. 30410/69/J.

KENYA/TANZANIA
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EAST AFRICAN CARGO HANDLING SERVICES LTD.:
Fork Lift Trucks, Tractor. September 28. E.S.B. 27498/69/J.

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OFFICE OF SUPPLY:
*4s. Cigarette Paper. August 19. E.S.B. 30768/69/J.

LIBYA
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MINISTRY OF FINANCE:
Construction of School Compound. August 18. E.S.B. 30269/69/J.
Detergents. August 4. E.S.B. 30270/69/J.

MALAWI
Bulletin 142/69
MEDICAL BUYING BOARD:
*6s. Hospital Equipment. August 28. E.S.B. 31079/69/J.

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TELECOMS HEADQUARTERS:
*10s. Wire, Jointing Sleeves. August 26. E.S.B. 30438/69/J.

MALTA
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TREASURY:
*Accounting Machine. August 21. E.S.B. 30411/69/J.
Workshop Equipment. August 21. E.S.B. 30412/69/J.

NETHERLANDS
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SHAPE:
Analog-to-Digital Converter. September 1. XR/16/041.

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POST OFFICE HEADQUARTERS:
*4s. Thrust Borers. August 14. E.S.B. 30281/69/J.

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*Power Station Plant. Closing date further postponed to September 1. (Further Information.) E.S.B. 13477/69/J.
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*3s. Denim. August 21. E.S.B. 30407/69/J.
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*4s. Furnace. August 15. E.S.B. 30406/69/J.

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POST OFFICE HEADQUARTERS:
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*23s. Cable. August 12. E.S.B. 30719/69/J.
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*4s. Humidity Sensor. August 14. E.S.B. 30718/69/J.

PERU

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LIMA LIGHT AND POWER AUTHORITY:
*10s. Steel Poles. September 1. E.S.B. 30268/69/J.

SAUDI ARABIA/KUWAIT NEUTRAL ZONE

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ARABIAN OIL COMPANY (JAPAN) LTD.:
Drilling Pipes. August 27. E.S.B. 29976/69/J.
Drilling Pipes. August 27. E.S.B. 29977/69/J.

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DIRECTORATE GENERAL OF INVESTIGATION (MABAHESS):
Wireless Apparatus. August 13. E.S.B. 30743/69/J.

SINGAPORE, REPUBLIC OF

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PORT OF SINGAPORE AUTHORITY:
*10s. Crane. August 22. E.S.B. 30252/69/J.

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PUBLIC UTILITIES BOARD:
*13s. Pipe Fittings. August 12. E.S.B. 30708/69/J.

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*22s. Air Compressors. August 21. E.S.B. 30234/69/J.
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*13s. Conveyors. August 21. E.S.B. 30226/69/J.
*15s. Alternator Set. August 21. E.S.B. 30228/69/J.

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CAPE PROVINCIAL TENDER BOARD:
*10s. Textile Materials. August 12. E.S.B. 30712/69/J.
*3s. Laboratory Apparatus. August 12. E.S.B. 30703/69/J.
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STATE BUYER PROCUREMENT BOARD:
*7s. Towels. August 14. E.S.B. 30747/69/J.
*8s. Rope. August 21. E.S.B. 31004/69/J.
*Calico Cloth. August 11. E.S.B. 30773/69/J.
*15s. Socks. August 21. E.S.B. 30777/69/J.
CAPE PROVINCIAL ADMINISTRATION:
Construction of Bridge. August 15. E.S.B. 31001/69/J.
STATE TENDER BOARD:
*27s. Vibrators, Generators. August 21. E.S.B. 30778/69/J.

SPAIN

Bulletin 141/69
MINISTRY OF AGRICULTURE
*6s. Mechanical Vineyard Farming Competition. August 27. E.S.B. 30752/69/J.
MINISTERIO DE LA GOBERNACION:
Computer. September 15. E.S.B. 30766/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 141/69
GENERAL ORGANIZATION OF PETROLEUM:
Lubricating Oils. August 31. E.S.B. 31005/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Mechanical and Electrical Installations. August 25. E.S.B. 31006/69/J.

TAIWAN

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CENTRAL TRUST OF CHINA:
*3s. Air Hose. August 11. E.S.B. 29974/69/J.
*4s. Laboratory Equipment. September 2. E.S.B. 29996/69/J.
*4s. Laboratory Equipment. September 5. E.S.B. 30317/69/J.
*4s. Filter Cloth. August 12. E.S.B. 29975/69/J.
*4s. Earth Filter. September 4. E.S.B. 30000/69/J.
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*5s. Riveting Hammer. August 15. E.S.B. 30258/69/J.
*8s. Viscosity Meter, Flash Point Tester. August 16. E.S.B. 30256/69/J.
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*3s. Pethidine Hydrochloride. September 4. E.S.B. 30260/69/J.
*2s. Spinel. August 14. E.S.B. 30262/69/J.
*7s. Pumps. August 15. E.S.B. 30259/69/J.

THAILAND

Bulletin 140/69
AERONAUTICAL RADIO OF THAILAND LTD.:
Radar and Associated Equipment. October 7. E.S.B. 30413/69/J.
THAILAND TOBACCO MONOPOLY:
Cigarette Filter. August 13. E.S.B. 30728/69/J.
PROVINCIAL ELECTRICITY AUTHORITY:
Guying Strain and Suspension Hardware. August 14. E.S.B. 30723/69/J.
Lightning Arresters. August 13. E.S.B. 30722/69/J.

TRINIDAD AND TOBAGO

Bulletin 138/69
TRINIDAD AND TOBAGO ELECTRICITY COMMISSION:
*4s. Pole Steps. September 5. E.S.B. 30274/69/J.
*3s. Clamps. September 5. E.S.B. 30275/69/J.
*12s. Transformers. September 5. E.S.B. 30278/69/J.
*4s. Street Lighting Control Units. September 5. E.S.B. 30277/69/J.
*3s. Fluorescent Lamps. September 5. E.S.B. 30276/69/J.
*4s. Cross Arm Brace. September 5. E.S.B. 30273/69/J.
*3s. Lamps. September 5. E.S.B. 30272/69/J.
*12s. Transformers. September 5. E.S.B. 30271/69/J.

TURKEY

Bulletin 138/69
TURKIYE KIZILAY DERNEGI GENEL MUDURLUGU:
*7s. Potassium Iodure. August 11. E.S.B. 29972/69/J.

Bulletin 141/69
STATE HIGHWAYS DEPARTMENT:
*8s. V Belts. August 11. E.S.B. 30725/69/J.
*8s. Carbide Tipped Rock Drills. August 15. E.S.B. 30729/69/J.
NAVAL FORCES COMMAND:
Shipboard Switches. August 28. E.S.B. 30730/69/J.

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STATE RAILWAY ADMINISTRATION:
*18s. Ball and Roller Bearings. August 15. E.S.B. 31015/69/J.
STATE HIGHWAYS DEPARTMENT:
*13s. Tractor Spare Parts. August 21. E.S.B. 31016/69/J.
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*8s. V Belts. August 13. E.S.B. 31054/69/J.
*5s. Piezometer Cable and Gaskets. August 18. E.S.B. 31055/69/J.
MINISTRY OF HEALTH AND SOCIAL WELFARE:
*9s. Medical Equipment. August 14. E.S.B. 31056/69/J.
STATE HYDRAULIC WORKS:
*5s. Brake Shoe Relining Machine. August 14. E.S.B. 31053/69/J.

UNITED STATES OF AMERICA

Bulletin 139/69
DEPARTMENT OF THE INTERIOR:
Pumps. (Advance Information.) E.S.B. 30425/69/J.

URUGUAY

Bulletin 142/69
BANCO DE LA REPUBLICA ORIENTAL DEL URUGUAY:
*29s. Telephone Exchange. (Further Information. E.S.B. 18278/69/J.
MONTEVIDEO MUNICIPALITY:
*3s. (In Spanish.) Palm Fibre. September 2. E.S.B. 31075/69/J.
*3s. (In Spanish.) Steel Fibre. September 3. E.S.B. 31074/69/J.
ANCAP:
*6s. (In Spanish.) Eucalyptol. August 19. E.S.B. 31072/69/J.
*8s. (In Spanish.) Ethyl Compound. August 19. E.S.B. 31071/69/J.
*8s. Transformer, Insulators. September 23. E.S.B. 31071/69/J.
*22s. (In Spanish.) Steam Generators. Closing date postponed to August 8. (Further Information.) E.S.B. 20574/69/J.
(UTE) STATE ELECTRICITY AND TELEPHONES BOARD:
*17s. Steel Cable. (Further Information.) E.S.B. 29282/69/J.

YUGOSLAVIA

Bulletin 138/69
METALAC:
*2s. (Press Notice.) Laboratory and Foundry Equipment. September 16. E.S.B. 30235/69/J.
TEKIG-INVEST:
*1s. (Press Notice.) Textile Machinery. September 16. E.S.B. 30236/69/J.

Bulletin 139/69
*1s. (Press Notice.) Textile Machinery. September 16. E.S.B. 30245/69/J.
METALKA EXPORT IMPORT LJUBLJANA:
*2s. Feed Mixer. September 16. E.S.B. 30248/69/J.
PROJEKTIVNO PODJETJE KRANJ:
*1s. (Press Notice.) Mineral Water Bottling Machinery. September 16. E.S.B. 30246/69/J.
ULJANIK:
*2s. (Press Notice.) Construction of Diesel Motor Hall; Cranes. September 16. E.S.B. 30239/69/J.
JUGOTEHNA UVOZ IZVOZ:
*1s. (Press Notice.) Cigarette Manufacturing Machinery. September 16. E.S.B. 30247/69/J.
MASINO-IMPEX:
*1s. (Press Notice.) Packing Machinery. September 16. E.S.B. 30237/69/J.
*1s. Textile Machinery. September 16. E.S.B. 30288 69/J.

Bulletin 141/69
PREDUZECE ZA UVOZ I IZVOZ OPREME:
*1s. Metal Cutters. September 20. E.S.B. 30755/69/J.
*1s. Woodworking Machinery. September 26. E.S.B. 30757/69/J.
*1s. Workshop and Laboratory Equipment. September 26. E.S.B. 30733/69/J.
*3s. Workshop Machinery. Closing date not stated. E.S.B. 30767/69/J.
TEKIG-INVEST:
*1s. Textile Machinery. September 26. E.S.B. 30732/69/J.
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Bulletin 139/69
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*73s. Locomotives. September 1. E.S.B. 30426/69/J.

Bulletin 141/69
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These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman. Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 245)

Opportunities for exporters— Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies, see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone: 01-248 5757, Extns. 7016, 7017, Telex: 886143, Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ARGENTINA

Bulletin 139/69
Inquiry for looms. E.S.B. 22510/69/J.

AUSTRALIA

Bulletin 138/69
Inquiry for optical glass, optical glass machinery. E.S.B. 18739/69/J.

Bulletin 139/69
Agency inquiry for security equipment. E.S.B. 19247/69/J.

Bulletin 140/69
Inquiry for motels. E.S.B. 29836/69/J.
Manufacture under licence – agency industrial racking; metal containers; steel pallets; stillages. E.S.B. 29363/69/J.
Inquiry for yarns. E.S.B. 30347/69/J.
Inquiry for woollen fabrics. E.S.B. 28714/69/J.

Bulletin 141/69
Agency inquiry for lawn mowers. E.S.B. 30653/69/J.
Inquiry for imitation fur hats; imitation fur fabrics; towelling. E.S.B. 30598/69/J.
Inquiry for high pressure pump. E.S.B. 30835/69/J.

Bulletin 142/69
Inquiry for equipment for the manufacture of metal street lamp standards. E.S.B. 23119/69/J.

Bulletin 143/69
Inquiry for suction type blower unit. E.S.B. 30388/69/J.
Inquiry for chains; chain fittings; flotation buoys; welding equipment. E.S.B. 30576/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 138/69
*11s. Inquiry for wire. E.S.B. A/46/69/J.
Inquiry for circuit breakers; transformers. E.S.B. A/47/69/J.

Bulletin 139/69
*8s. Inquiry for video tape recording equipment. E.S.B. A/48/69/J.

Bulletin 140/69
Inquiry for push buttons. E.S.B. S/66/69/J.

Bulletin 142/69
*10s. Inquiry for lathe. E.S.B. A/49/69/J.

AUSTRIA

Bulletin 138/69
Manufacture under licence – paints. E.S.B. 29659/69/J.
Agency inquiry for women's clothing. E.S.B. 29804/69/J.

Bulletin 139/69
British Week in Vienna October 10-18, 1969. E.S.B. 9969/69/J.

Bulletin 141/69
Agency inquiry for motor car tyres. E.S.B. 30537/69/J.

Bulletin 143/69
Inquiry for chemical. E.S.B. 31262/69/J.

BAHAMAS

Bulletin 138/69
Inquiry for gas stoves. E.S.B. 30328/69/J.

Bulletin 142/69
Inquiry for chemicals; electric light bulbs; fencing furniture; gates; insecticides; paint; paint scrapers; putty knives; sanding discs; sandpaper. E.S.B. 30357/69/J.

BERLIN

Bulletin 139/69
Agency inquiry for furskins. E.S.B. 30348/69/J.

Bulletin 141/69
Inquiry for fleece producing machines. E.S.B. 27319/69/J.
Inquiry for heavy electrical equipment, walled piping. E.S.B. 29367/69/J.

CANADA

Bulletin 138/69
Agency inquiry for two-stroke motors. E.S.B. 29452/69/J.
Inquiry for cold-rolled shafting. E.S.B. 14763/69/J.
Inquiry for auto parts. E.S.B. 29875/69/J.

Bulletin 139/69
Inquiry for coffee mugs. E.S.B. 30289/69/J.
Inquiry for copper tubing. E.S.B. 48753/68/J.
Inquiry for boots; shoes. E.S.B. 15379/69/J.
Inquiry for aluminized steel. E.S.B. 30538/69/J.
Inquiry for sewing thread. E.S.B. 30338/69/J.

Bulletin 140/69
Agency inquiry for automotive vibratory testing equipment; electronic components; electrical equipment; surveying instruments; yachting supplies. E.S.B. 30376/69/J.

Bulletin 141/69
Inquiry for furnaces; infra-red heating units; kilns; ovens; refractory products; refractory shapes. E.S.B. 30288/69/J.
Inquiry for wall accessories. E.S.B. 30356/69/J.
Inquiry for hardboard plant equipment. E.S.B. 30678/69/J.
Inquiry for woodworking equipment and supplies. E.S.B. 30607/69/J.
Agency inquiry for beauty aids and sundries; novelties. E.S.B. 30372/69/J.

Bulletin 142/69
Agency inquiry for animal feed grade; antibiotics; fine chemicals; fish meals; minerals; proteins; synthetic milk products; vitamins. E.S.B. 30374/69/J.
Inquiry for chemical, clinical and medical research instruments. E.S.B. 15878/68/J.
Inquiry for chasers and chaser heads, dies, gauges; reamers; taps. E.S.B. 26775/69/J.

CEYLON

Bulletin 141/69
Inquiry for container equipment. E.S.B. 30179/69/J.

COLOMBIA

Bulletin 138/69
Inquiry for mineral processing plant. E.S.B. 29853/69/J.

CYPRUS

Bulletin 139/69
Inquiry for electric light bulbs. E.S.B. 25378/69/J.

Bulletin 140/69
Agency inquiry for art reproductions; giftwear; glassware; jewellery; toiletries. E.S.B. 29845/69/J.

External joinery being shipped to Malta in freight containers by the Boulton and Paul Group Joinery Sales Organization. Ordered by Fairview Estates (Malta) Ltd., it is for a development of 86 villas at The Village, St. Julians.

Bulletin 141/69
Agency inquiry for hemp thread. E.S.B. 30545/69/J.

DENMARK

Bulletin 138/69
Agency inquiry for yarns. E.S.B. 30063/69/J.

Bulletin 139/69
Inquiry for plastic shower units. E.S.B. 10305/69/J.

Bulletin 142/69
Agency inquiry for cider; flavourings; mead; sauces. E.S.B. 30968/69/J.

DENMARK/CZECHOSLOVAKIA

Bulletin 139/69
Trade Agreement. E.S.B. 1209/G/69/J.

DUBAI

Bulletin 139/69
Inquiry for cinema equipment. E.S.B. 27502/69/J.

ECUADOR

Bulletin 141/69
Agency inquiry for cloth; industrial machinery; linoleum; nylon and hemp fibres. E.S.B. 23663/69/J.

EL SALVADOR

Bulletin 138/69
Inquiry for hook and nail manufacturing machinery. E.S.B. 28673/69/J.

FIJI

Bulletin 138/69
Agency inquiry for hoes. E.S.B. 8598/69/J.

Bulletin 139/69
Agency inquiry for electric irons. E.S.B. 30102/69/J.

Bulletin 142/69
Agency inquiry for brialing; margarine. E.S.B. 29127/69/J.
Agency inquiry for pipes. E.S.B. 7265/69/J.
Agency inquiry for diving equipment; marine equipment. E.S.B. 30834/69/J.

FRANCE

Bulletin 138/69
Inquiry for high density polythene. E.S.B. 30124/69/J.

Bulletin 139/69
Inquiry for machine coated papers. E.S.B. 30542/69/J.

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GERMANY, FEDERAL REPUBLIC OF

Bulletin 138/69
Agency inquiry for stand erection and display systems. (Further information.) E.S.B. 28080/69/J.
Inquiry for toys. E.S.B. 2677/69/J.

Bulletin 139/69
Inquiry for flour mill equipment; leather. E.S.B. 30319/69/J.
Inquiry for self-adhesive tapes. E.S.B. 30360/69/J.
Inquiry for steel bar, rod, tube and wire. E.S.B. 26278/69/J.
Inquiry for die-castings. E.S.B. 30573/69/J.
Inquiry for angular steel; iron plates. E.S.B. 30370/69/J.

Bulletin 140/69
Agency inquiry for giftware. E.S.B. 30550/69/J.
Inquiry for crankshafts. E.S.B. 30592/69/J.

Bulletin 141/69
Agency inquiry for giftware; jewellery and women's clothing. E.S.B. 30528/69/J.

Bulletin 142/69
Manufacture under licence – gardener's plastic articles; household plastic articles. E.S.B. 30133/69/J.
Agency inquiry for coffee, cocoa, tinned fruit and vegetables, tea. E.S.B. 30672/69/J.
Agency inquiry for gear cutting machines; grinders. E.S.B. 30024/69/J.
Agency inquiry for plastic products. E.S.B. 29402/69/J.
Inquiry for chinaware; giftward; glases; kitchen equipment. E.S.B. 30623/69/J.

Bulletin 143/69
Agency inquiry for Do-it-yourself articles; gardening articles. E.S.B. 30821/69/J.

GHANA

Bulletin 139/69
Agency inquiry for chemicals; coffin furniture; cotton prints; hand tools; jewellery; knitwear; motor spare parts; office stationery and equipment; poultry farm equipment; shrouds; suitings; toys and games. E.S.B. 3607/69/J.

Bulletin 140/69
Inquiry for glassware; mesh; provisions; sherry; tin foodstuffs; underwear; yeast. E.S.B. 26855/69/J.
Manufacture under licence – shirts. E.S.B. 23114/68/J.

Bulletin 141/69
Agency inquiry for concrete mixers; drilling machines; grinding machines; hand drills; lathes; milling machine; sawing machine; spraying machines; thread cutting machines. E.S.B. 14206/69/J.

GREECE

Bulletin 139/69
Inquiry for abattoir equipment; pig rearing equipment. E.S.B. 23252/69/J.

GUATEMALA

Bulletin 138/69
Inquiry for pipe expanders. E.S.B. 824/69/J.

GUYANA

Bulletin 140/69
Inquiry for pharmaceuticals, machinery. E.S.B. 30551/69/J.

HUNGARY

Bulletin 139/69
Inquiry for equipment for railway reconstruction. E.S.B. 30566/69/J.

ICELAND

Bulletin 139/69
Inquiry for catering equipment; fruit; vegetables. E.S.B. 30358/69/J.

Bulletin 141/69
Agency inquiry for amplifiers; radios; record players; tap recorders; televisions. E.S.B. 19387/69/J.

INDIA

Bulletin 138/69
Manufacture under licence – heating equipment; marine ancillary equipment; pressure gauges and parts; pump parts; tractor parts. E.S.B. 29856/69/J.
Inquiry for copper; nickel; sodium cyanide. E.S.B. 30323/69/J.
Inquiry for collapsible mandrels; filament winding machines; foil winding machines; laboratory equipment; liquid filling and measuring equipment; mandrel carriages; reactors. E.S.B. 27697/69/J.

Bulletin 139/69
Inquiry for aluminium strips; suture surgical needle manufacturing machinery. E.S.B. 28482/69/J.

Bulletin 140/69
Inquiry for technical expertize for hotel project. E.S.B. 5495/G/J.
Inquiry for drilling tools and spares; drilling rig spares; geophysical tools; spares, survey instruments and other tools; oil exploration and production tools and spares. E.S.B. 30327/69/J.

Bulletin 142/69
Inquiry for metallized and polyester film. E.S.B. 30698/69/J.

IRAN

Bulletin 138/69
Agency inquiry for air conditioning; central heating plant; domestic appliances; hospital equipment; lift installations. E.S.B. 13760/69/J.

IRAQ

Bulletin 142/69
Inquiry for packaging machinery; sulphur crushing machinery. E.S.B. 30625/69/J.

IRISH REPUBLIC

Bulletin 139/69
Agency inquiry for bedding; piece-goods. E.S.B. 30114/69/J.

Bulletin 140/69
Agency inquiry for brass foundry; copper; brass bar and rod; copper and brass sheet strip; circles and shapes; cable; silver sheet and strip; wire. E.S.B. 29368/69/J.
Inquiry for chair and table studs. E.S.B. 30305/69/J.

Bulletin 141/69
Market report for – agricultural machinery (for cultivation and harvesting only). E.S.B. 23891/69/J.

ISRAEL

Bulletin 138/69
Agency inquiry for air controls; compressors; thermal insulation equipment. E.S.B. 30080/69/J.

Bulletin 139/69
Agency inquiry for bottle filling machinery; plastic working machinery; polythene bag making machine. E.S.B. 30100/69/J.
Agency inquiry for safety clothing. E.S.B. 17785/69/J.

Bulletin 141/69
Agency inquiry for baby products; pharmaceutical preparations; surgical dressings; thermometers. E.S.B. 30546/69/J.
Agency inquiry for stainless steel kitchen equipment. E.S.B. 30172/69/J.

ITALY

Bulletin 138/69
Agency inquiry for bone china and chinaware; silverware, silverplate and Sheffield plate. E.S.B. 29405/69/J.
Agency inquiry for piping. E.S.B. 29736/69/J.
Agency inquiry for dietetic foods; pharmaceutical products. E.S.B. 29158/69/J.
Inquiry for grinding machine. E.S.B. 30320/69/J.

Bulletin 139/69
Agency inquiry for baby and infant wear; nursery beds, furniture and accessories; prams, toys. E.S.B. 30084/69/J.
Agency inquiry for cranes; forklifts; lifting equipment. E.S.B. 29398/69/J.

Bulletin 140/69
Inquiry for cashmere outerwear and scarves. E.S.B. 9642/69/J.

Bulletin 141/69
Agency inquiry for hair. E.S.B. 30682/69/J.
Manufacture under licence – prefabricated components. E.S.B. 15567/69/J.
Agency inquiry for building materials for prefabricated structures. E.S.B. 26349/69/J.
Agency inquiry for measuring meter. E.S.B. 30652/69/J.

Bulletin 142/69
Manufacture under licence – package boilers. E.S.B. 18455/69/J.
Agency inquiry for asbestos products for the engineering industry; rubberized jointing material. E.S.B. 29404/69/J.
Agency inquiry for carpets; soft furnishing fabrics. E.S.B. 30613/69/J.
Inquiry for animal feeding stuff additives; chicken breeding equipment; egg layers; meat; refrigeration equipment; slaughterhouses. E.S.B. 27861/69/J.

JAMAICA

Bulletin 141/69
Inquiry for polystyrene. E.S.B. 23133/69/J.

Bulletin 142/69
Agency inquiry for carpets. E.S.B. 30636/69/J.

JAPAN

Bulletin 138/69
Agency inquiry for confectionery; men's accessories; natural cheese. E.S.B. 29663/69/J.

Bulletin 139/69
Agency inquiry for analytic equipment. E.S.B. 30028/69/J.
Agency inquiry for disposable items. E.S.B. 29614/69/J.

IRISH REPUBLIC

Bulletin 142/69
*Inquiry for plastic tubing. E.S.B. 20446/69/J.

JORDAN

Bulletin 139/69
Agency inquiry for cables; domestic appliances; electrical fittings. E.S.B. 29619/69/J.

KUWAIT

Bulletin 138/69
Agency inquiry for chemicals; laboratory supplies and equipment; oilfield supplies and equipment; video tape. E.S.B. 30151/69/J.
Agency inquiry for children's and teenagers' clothing. E.S.B. 30029/69/J.
Inquiry for electronic components. E.S.B. 29175/69/J.

Bulletin 139/69
Agency inquiry for clothing; piece-goods; woollens and worsteds. E.S.B. 22816/69/J.

Bulletin 140/69
Inquiry for pipe fittings; pipes; valves. E.S.B. 11851/69/J.

LEBANON

Bulletin 138/69
Agency inquiry for clothing. E.S.B. 28057/69/J.

MALAWI

Bulletin 138/69
Inquiry for machinery for producing rubber or plastic foam. E.S.B. 18718/69/J.

Bulletin 139/69
Inquiry for brackets; ladders; window louvre fittings. E.S.B. 11780/68/J.

Bulletin 140/69
Agency inquiry for dress materials; dressing gowns; nightdresses; pyjamas; underwear. E.S.B. 18656/69/J.

MALTA

Bulletin 138/69
Agency inquiry for silver souvenir articles. E.S.B. 28046/69/J.

Bulletin 140/69
Agency inquiry for pipes; shaver units; sinks and sink mixers; tanks; taps and fittings; water heaters. E.S.B. 13651/69/J.

MALAYSIA

Bulletin 140/69
Agency inquiry for heating elements. E.S.B. 30339/69/J.

NETHERLANDS

Bulletin 139/69
Agency inquiry for scarves; ties. E.S.B. 30148/69/J.

NEW ZEALAND

Bulletin 139/69
Agency inquiry for photographic equipment. E.S.B. 26611/69/J.
Agency inquiry for filter press. E.S.B. 25761/69/J.
Inquiry for steel. E.S.B. 30349/69/J.

Bulletin 141/69
Agency inquiry for insulating materials; winding machines; wires. E.S.B. 30396/69/J.

Bulletin 142/69
Inquiry for lime kilns and limekiln equipment. E.S.B. 12991/69/J.
Inquiry for marine drive unit. E.S.B. 23412/69/J.

NIGERIA

Bulletin 140/69
Agency inquiry for bitumen plant. E.S.B. 30013/69/J.

NORWAY

Bulletin 142/69
Inquiry for seismic equipment; submersible research craft; underwater television and photographic equipment. E.S.B. 30893/69/J.

PAKISTAN

Bulletin 140/69
Inquiry for pin cutting machine; press; roller chain making machinery. E.S.B. 30591/69/J.

Bulletin 141/69
Inquiry for oil drilling rig and ancillary equipment. E.S.B. 30851/69/J.

PAPUA

Bulletin 140/69
Inquiry for wheels. E.S.B. 14538/69/J.

PHILIPPINES, REPUBLIC OF

Bulletin 142/69
Agency inquiry for garage equipment. E.S.B. 30909/69/J.

POLAND

Bulletin 142/69
Manufacture under licence/source of supply – car washing plant. E.S.B. 29339/69/J.

PORTUGAL

Bulletin 140/69
Inquiry for dental materials. E.S.B. 30578/69/J.

Bulletin 142/69
Inquiry for household goods; novelties; plastic goods; rubber goods. E.S.B. 30377/69/J.
Inquiry for lingerie; swimwear; women's outerwear. E.S.B. 5673/69/J.

SAUDI ARABIA

Bulletin 140/69
Agency inquiry for cosmetics. E.S.B. 6105/69/J.
Inquiry for aluminium castings machinery. E.S.B. 6999/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 139/69
Agency inquiry for blades; twist drills. E.S.B. 25472/69/J.
Import Control. E.S.B. 1209/G/69/J.

Bulletin 141/69
Agency inquiry for diesel welding generators. E.S.B. 30200/69/J.

SOUTH AFRICA

Bulletin 138/69
Market report – hospital and medical equipment. E.S.B. 27618/69/J.

Bulletin 140/69
Inquiry for aerial systems; amplifiers. E.S.B. 30618/69/J.

Bulletin 142/69
Agency inquiry for agricultural and general chemicals. E.S.B. 22908/69/J.

SWITZERLAND

Bulletin 138/69
Agency inquiry for piece-goods. E.S.B. 29638/69/J.
Agency inquiry for synthetic rubber strips. E.S.B. 6757/69/J.
Inquiry for sugar. E.S.B. 46406/68/J.

Bulletin 139/69
Agency inquiry for lace; piece-goods. E.S.B. 30365/69/J.
Agency inquiry for chemicals; dyestuffs; plastics; synthetic fibres. E.S.B. 21843/69/J.
Agency inquiry for rotary punch machines. E.S.B. 28679/69/J.

Bulletin 140/69
Agency inquiry for ice cube making machines; bed linen; bedspread covers; hotel and restaurant furniture; hotel and restaurant internal communication systems. E.S.B. 30359/69/J.

Bulletin 141/69
Agency inquiry for soda-glass beads. E.S.B. 29360/69/J.
Inquiry for paper; stationery novelties. E.S.B. 29380/69/J.
Agency inquiry for fabrics. E.S.B. 27556/69/J.

Bulletin 142/69
Agency inquiry for electrical floor heating systems; floor tiles. E.S.B. 30158/69/J.
Agency inquiry for beachwear; woollen fabrics. E.S.B. 19637/69/J.
Inquiry for computer. E.S.B. 30626/69/J.

Bulletin 143/69
Inquiry for advertising gifts; office supplies. E.S.B. 28717/69/J.

THAILAND

Bulletin 142/69
Agency inquiry for pharmaceuticals; pharmaceutical intermediates; refrigerators. E.S.B. 595/69/J.

TURKEY

Bulletin 140/69
Manufacture under licence – printing paper. E.S.B. 15401/68/J.

UGANDA

Bulletin 139/69
Inquiry for rotary cultivators and mowers; wire rope. E.S.B. 27030/69/J.

UNITED STATES OF AMERICA

Bulletin 138/69
Inquiry for seafoods. E.S.B. 27221/69/J.
Inquiry for educational aids. E.S.B. 29661/69/J.

Bulletin 139/69
Inquiry for ceiling panels. E.S.B. 24481/69/J.
Inquiry for barb wire; fencing; nails; staples; wire. E.S.B. 24253/68/J.
Inquiry for graphic arts equipment; photographic equipment and supplies. E.S.B. 30555/69/J.

Bulletin 140/69
Inquiry for drawing pins; thumb tacks; upholstery nails. E.S.B. 25230/69/J.
Inquiry for structural steel channel. E.S.B. 30522/69/J.
Inquiry for telephone dials. E.S.B. 30603/69/J.

Bulletin 141/69
Inquiry for die cutting plates. E.S.B. 30521/69/J.
Inquiry for capacitors; miniature lamps; resistors; relays; switches and connectors; transformers. E.S.B. 18176/69/J.

Bulletin 142/69
Inquiry for tiles. E.S.B. 30915/69/J.
Inquiry for hand tools. E.S.B. 29686/69/J.
Inquiry for transformer core grading machine. E.S.B. 16838/69/J.
Inquiry for PVC pipes and pipe fittings. E.S.B. 3855/69/J.
*25s. Manufacture under licence in Britain – heat exchangers. E.S.B. 29168/69/J.

URUGUAY

Bulletin 139/69
Postal strike. E.S.B. 1209/G/69/J.

YUGOSLAVIA

Bulletin 142/69
*Agency inquiry for chemicals; furnishing fabrics; lamp sockets; plastic foam raw materials; plastic hardboard; polyurethane raw materials; sinks; tiles; w.c. seats. E.S.B. 28013/69/J.

VARIOUS

Bulletin 138/69
Ministry of Overseas Development Consultancy Services. E.S.B. 1209/G/4/J.

A core weighing over 100 tons for a 3-phase generator transformer in manufacture at the Wythenshawe factory of GEC Transformers Limited, Manchester. The transformer is one of two on order for the Waalhaven Power Station of the Rotterdam Municipal Power Supply Company.

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in June 18 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page xviii of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

Concentrated sales tour

A £59,000 order won by Stylo Matchmaker International is the second substantial order for Stylo golf shoes received from North America, within the short space of two and a half months. Negotiations leading to the order were conducted by Mr. Anthony Weller, export manager, who has travelled some 70,000 miles over four continents in his efforts to sell golf and soccer shoes. Mr. Arnold Ziff, chairman of the Stylo group of companies, flew 1,000 miles from a business conference in the United States to contact the account, and consolidate terms for the export agreement. The order was finally placed with Mr. Paul Ziff, managing director, who had been managing operations from the company's home base in Leeds.

The brand name is now known throughout Scandinavia, Australasia, the Far East and the North American Continent. During the next few months Mr. Weller will visit South Africa, Spain, Holland, France and Switzerland on a concentrated sales tour.

Food sales tour of Japan, US and Canada

Two executives from S. & W. Berisford, the £16 million food group based at Holmes Chapel, Cheshire, have set off on an 18-day overseas business trip to Japan, Canada and the United States. They are Mr. G. R. S. Haigh, of the group's Haigh Castle, London, subsidiary, and Mr. Michael Berisford, sales director, S. & W. Berisford (Northern).

The aim of the tour is to negotiate contracts with overseas suppliers of salmon, crab, fish and manderin oranges for Berisford's range of 'Cucumber', 'Osprey,' 'Ship,' and 'Haven' brand canned food products. Last year S. & W. Berisford's export business reached nearly £368,000.

Emphasis on overseas marketing

GREATER emphasis is now being placed on overseas marketing as Link 51 Ltd. aims to double its output during the next five years. Continuing its expansion programme, Mr. R. A. Cornay, overseas sales manager, has just returned from a visit to Greece, Thailand, Singapore, Malaysia, Hong Kong, Hawaii and Chicago, where he has been promoting and consolidating marketing programmes.

The group already markets its products and services in ninety countries, through its international network of manufacturing and distributing organizations, and exports over 40 per cent of its production. With the recent overseas trip made by Mr. Cornay, arrangements have now been finalised to manufacture the firm's products, including Handy Angle, in Greece, Singapore and Malaysia.

Middle-east visit

MR. JAMES H. D. BELGRAVE, managing director of Michael Rice & Company (Overseas) Limited, has left for a two months tour of the Middle East during which he will study the firm's activities at their Bahrain office which has been operating since December 1967 and plan future development and expansion. The area served by this office includes Saudi Arabia, Kuwait, Abu Dhabi, Dubai and Qatar. Mr. Belgrave, who lived and worked in the area until 1959, will visit these territories.

Scandinavian sales tour

ORDERS worth £40,000 were booked by Mr. H. H. Butterworth, sales manager of Bibby Chemicals Limited, of Liverpool, during a recent trip to Scandinavia. The main purpose of the visit was to stimulate interest in, and sales of, chemical intermediates for the paint and surface coatings industries.

So far this year Mr. Butterworth has travelled more than 30,000 miles visiting Portugal, Spain, Denmark, Finland, Sweden, Norway, Iran, Turkey, Israel, Greece and South Africa.

Boating industry mission to United States

A TWENTY-MAN mission organized by the Ship and Boat Builders National Federation in conjunction with the British National Export Council, will visit the United States in September. This is the fifth such mission to have been organized.

Led by Mr. Alan R. Moody, managing director of A. H. Moody & Son Limited of Southampton, the mission will include visits to Boston, Chicago, Los Angeles, Miami and New York.

Canadian sales potential

IT IS anticipated by the company that there will be a considerable expansion of sales to Canada as a result of a seven days' visit made by Mr. J. A. Legge, chief executive of J. Legge and Co. Ltd., lock manufacturers of Willenhall. Designs which attracted a lot of attention included cylinder mortice lock sets and the company's lever handle latch range.

The company exports more than 30 per cent of ther annual sales with established markets in over 50 countries.

Marketing tour

MR. A J. ALLAM, export manager of the Dunlop Sports Company, returned recently from an extended tour of Europe and the Middle East, during which he visited Cyprus, Israel, Turkey, Austria, Switzerland and Italy, for discussions with distributors.

Maintenance study of Sweden

MR. W. L. STONE, director of Progress Floor Treatments Ltd., recently returned from a visit to Sweden for an on-the-spot study of the cleaning and maintenance market with a view to increasing sales of the firm's machines and products. He was accompanied by Sir Michael J. Colman, chairman of the industrial division, Reckitt & Colman Ltd., of which PFT is a member company. Together they visited Stockholm airport and a number of offices of major concerns including banks, insurance companies and manufacturing plants and were able to study the programme of cleaning and systems of maintenance employed.

The sales manager of the PFT associate company in Sweden will shortly visit Britain as the first of a series of reciprocal visits planned for the exchange of ideas, marketing and operating techniques.

20,000 miles tour of China

MR. W. D. BOTTERILL, export manager of Ransome and Marles Bearing Co. Ltd., has left for Peking to start a 20,000 mile tour of China to investigate the possibility of increasing sales. He returns to the United Kingdom early in August via Hong Kong, Calcutta and Bombay, where he will be having discussions with Ransome & Marles agents.

BNEC visit to New Zealand

MR. J. M. BUTLER, Chairman of the British National Export Council's Committee, for New Zealand, will visit the country from August 6-27, for the purpose of carrying out a fact-finding survey of the opportunities in New Zealand for expanding our trade and to consider how greater support can be given to the British Trade Commission.

Mr. Butler will also attend the International Trade Fair, in Auckland where more than 100 British companies will be represented. This is the largest representation ever at New Zealand's most important trade event held every two years.

Britain's exports to New Zealand with its population of 2·7 million exceed £100 million annually, making it one of Britain's top ten customers.

French visit

MR. K. A. HAYWARD-WRIGHT, managing director of George Waller & Son Ltd., consulting engineers and manufacturers of air and gas boosting equipment in Stroud, Gloucestershire, is to visit France to negotiate new trading links. His visit follows the company's new and intensive export sales programme launched in Europe a few months ago. Mr. Hayward-Wright will be negotiating new agency, distribution and reciprocal licensing agreements, with leading organizations in the Paris area.

15,000 miles North American tour

MR. H. H. POTTER, export sales manager, Jaycee Furniture, of Brighton and Eastbourne, has recently returned from a 15,000-mile tour of Canada and the United States, during which he visited some 40 stores in the mid-west and the west coast.

The value of orders from North America for the firm's traditional English furniture has doubled over the past 12 months.

Second visit to United States this year

MR. ARTHUR BRYAN, chairman and managing director of Josiah Wedgwood & Sons Ltd., has left for a two-week tour to the United States to visit leading retailers. Mr. Bryan spent three weeks visiting the United States and Caribbean retailers in January followed by a tour of Canada in March.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

Record exports anticipated

A record in exports is expected in 1969 by the overseas division of Sanders & Forster Ltd., the structural engineering subsidiary of Chamberlain Group Ltd. At the half year the value of orders booked is three times the total of each of the two previous years, and to handle the number of inquiries received the overseas division have doubled their staff.

Bearings plant for USSR

The Midac Division of the Midland Heating and Ventilation Co. Ltd., Birmingham, is supplying under a £20,000 contract the dust extraction equipment necessary for two new bearing manufacturing works to be built in Russia. Glacier Metals Limited, of Kilmarnock, Scotland, are supplying the bearing manufacturing plant.

Six reactors for Brazil

A 1¼ million order from Brazil for six nuclear research and training reactors has been placed by the Ministry of Education with Fairey Engineering Limited of Stockport, Chexhire, for five Helen-type sub-critical reactors for training and basic research, and a Herald 5MW reactor for more advanced work. Both types of reactor are sold abroad by Fairey Engineering under licence from the United Kingdom Atomic Energy Authority with whom Fairey has an agreement giving it access to AEA research and training reactors. The Herald reactor will be installed at Brazil's new centre of Government at Brasilia and the Helen reactors will be installed at universities.

Repeat soft drinks order

For the second year in succession the soft drinks manufacturing company of Benjamin Shaw & Sons Ltd. of Huddersfield have won a tender to supply 1,600 cases of canned soft drinks to Bissau, capital of Portuguese Guinea. The company recently shipped 1,500 cases to Djibouti in French Somaliland. The latest company to place orders are Fiji Airways which found that the 6 oz. can is a convenient size to handle during flights over the Pacific.

Twenty per cent export increase

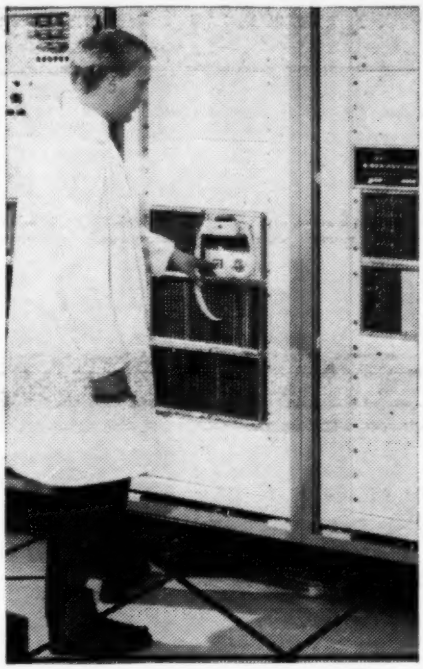
Lec Refrigeration have announced an increase of nearly 20 per cent in export sales for the first six months of the year. This follows record sales achieved in 1968. With sales for the six months running the same as for the whole year of 1963 and a full order book for the next three months, Lec are confident that this year will be the best ever for exports.

South African order

Ward Brooke & Co. Ltd., Loudwater, Bucks., have received an order via their South African agents, for 140 of their 'Leestat' indicating temperature controllers to be used for temperature control and alarm functions on heavy duty winding machines and fan bearings for mine winding gear.

Swedish and Austrian orders

During the past month, George Waller & Son Ltd. of Stroud, Glos., consulting engineers and manufacturers of air and gas boosting equipment, have received substantial orders for pumping and valve equipment to Sweden and Australia for installation in large chemical processing plants.



The largest marine automation order to come from Eastern Europe, worth over £500,000 has been placed with the Power and Marine Division of English Electric-AEI Projects Limited – part of GEC-Elliott Automation. They will supply computers, instrumentation and control equipment to form a complete automation scheme on each of 10 cargo liners now building in Poland for the Brazilian Merchant Marine Commission. This is the second major marine automation order to go to English Electric-AEI Projects in the past 12 months and follows a £2 million order for similar equipment on 24 ships now building in Brazil. Picture shows the first of the marine automation systems for the 24 cargo liners undergoing final tests at the Kidsgrove factory of English Electric-AEI.

Radio phones for Hong Kong Police

Pye Telecommunications Ltd., a member of the Pye of Cambridge Group, have announced a further order from Hong Kong valued at £24,000 for portable radiotelephone equipment for the Hong Kong Police. This order now brings the total value of orders for mobile radiotelephone equipment to the Hong Kong Police to £74,000 during the past year.

Apartment blocks for Gibraltar

Piling and Construction Limited, a member of the Costain Group, has won an £80,000 sub-contract to build foundations for eight blocks of flats in Gibraltar. The 20-week contract was awarded by the main contractors, Humphreys Limited of Wallington, Surrey, who are building the flats for the Lands and Works Department of Gibraltar in conjunction with the Crown Agents.

Pumps for oil tankers

Pumps for installation in six 111,000 ton oil tankers being built in Japan have been ordered from G. and J. Weir Ltd. of Cathcart, Glasgow, by Ishikawajima Harima Heavy Industries Co. Ltd. of Tokyo.

The order brings the value of 'TWL' pumps exported in the last eighteen months to over £400,000.

Marine simulator for Greece

The Solartron Electronic Group has received a £30,000 order from Greece for a marine radar simulator which will be installed at the Port of Athens Navigation School in Pyraeus early in 1970.

£50,000 Transport order

A £50,000 order to transport 4,000 tons of polyethylene to Sweden has been placed with Bullens Transport Group by BXL Plastics.

Orders from seven countries

Sales of the 'Hunter' fully-automatic folding box gluer manufactured by Soag Machinery Company at Brentford, in the first five months of this year have been received from Brazil (two machines), Turkey, Portugal, South Africa, France, Australia and Ireland.

Pedigree cattle for Libya

Two hundred and twenty pedigree Fresians were shipped at Lowestoft recently for transport to Benghazi. The order is the second received by British Livestock Company Limited from the Libyan government. The initial order of two cattle shipments of 176 head and 234 proved so successful that the second order was placed immediately and further orders have been confirmed.

1,000 cutlery pieces for Yugoslavia

One thousand pieces of design-award 'Monte Carlo' pattern cutlery, valued at £200, produced by George Wostenholm and Son Ltd., of Sheffield has been purchased by Marshall Tito, President of Yugoslavia, to equip his private plane being built for him in Britain. The cutlery was designed by Mr. G. G. Bellamy who is now Head of the Department of Three-Dimensional Design/Silversmithing at the Sheffield School of Art and Design.

£1 m. computer order for Sweden

A £1 million order for ICL computing equipment has been placed by Telefon AB L. M. Ericsson of Sweden. During February 1970 the company will take delivery of a 1904A system which will be enhanced to a 1906A within two years from the date of installation.

Pyrotechnics for Denmark

Schermuly Limited, of Dorking, Surrey, manufacturers of marine pyrotechnics, have won a five-year contract with the Royal Danish Navy for the supply of ships' distress signals to the entire fleet.

SA buys women's outwear

A Cape Town, South Africa, women's outwear garment manufacturer has placed orders worth £30,000 with Nairn International, of Kirkcaldy. This is the largest single order ever placed with the firm and has come as a result of a visit to South Africa by Mr. Alex Blomerious, export manager, who was responsible for the appointment of agent representatives John E. Massey, through whom the order was placed.

Cutlery for new Guyana hotel

Viners Ltd. have won the contract for the supply of cutlery to the new Pegasus Hotel in George Town, Guyana. The initial order is for 760 dozen pieces of their Studio pattern which was designed by Mr. Gerald Benney.

Gas compressors for Algeria

CJB of London have been awarded a contract by Sonatrach (the Algerian national oil undertaking) for the design and engineering of five gas compressor stations for a gas pipeline now under construction between Hassi R'Mel and Skida.

European orders

The pipe support and bellows division of Vokes Ltd., Henley Park, Guildford, has won a number of substantial orders from Poland, Finland, Spain, Norway and South Africa.

Russian and Spanish orders

Orders for three Lawrence pallet loaders, worth more than £35,000, have been received by Allens of Tipton Ltd., Tipton, Staffs. One is going to Russia – the fourth the company has supplied in the past three years – while the other two are destined for fertilizer manufacturers in Spain.

Breakthrough into French market

Letraset Limited have announced a breakthrough into the French market with an order for 30 million units of Instant Picture Premiums. This is the largest single export order of its kind to be placed with the British Dry Transfer company. The order came from Fromageries Bel, one of the leading cheese manufacturers of France.

Other orders for the Instant Picture Premiums have been received from Denmark, Greece, Germany, Italy, Sweden, Finland, Holland, Belgium, Canada, United States, Venezuela, Australia and New Zealand.

Largest contract

TI Stainless Tubes Ltd. have won their largest contract, worth nearly £130,000, for the stainless steel process pipework in a paper pulp mill to be built in the Arauco province of Chile by the Parsons & Whittemore Lyddon Organisation for Industrias de Celulosa Arauco SA at a cost of about £8½ million.

Japanese buy bottle plant

A major design contract for Japan has been placed with Fielding Plant Design Limited, of Bournemouth, a member of the Redman Heenan International Group, for a steel tube and bottle plant for Nippon Kokan Kabushiki Kaisha.

Tissue winder for Australia

Bowater Scott Australia Limited have placed an order with British Winders Limited for a 130 inch T2A tissue winder complete with simplex calendar and three belt driven unwind stations, to be installed in their Box Mill, Melbourne, mill.

Davy and United Engineering Co. Ltd., of Sheffield and Glasgow, a member of the Davy-Ashmore Group, has received contracts worth over £7.25 million from the Finnish steel company Rautaruukki Oy for rolling mill plant to be installed at Raahe and Hameenlinna (see Board of Trade Journal, *July 14, page 2). Picture shows Sir Maurice Fiennes, chairman of the Davy-Ashmore Group, displaying the folder containing the formal contracts, which were recently signed in Helsinki.*

Part of what is claimed to be the biggest-ever order for British cars from Iraq – for 648 Vauxhalls worth £500,000 – these Cresta, Victor and Viva models await shipment at King's Lynn on the first stage of their journey to Baghdad.

Repeat Brazilian order

The Plessey Company Ltd. has won another contract worth £230,000 from the Companhia Telefonica do Estado de Sao Paulo (Cotesp), Brazil, for the supply of Plessey 5005 type crossbar exchanges to the towns of Ubatuba, Paraibuna, Enseada and Santa Branca.

Telephone apparatus for New Zealand

The Plessey Telecommunications Group – currently exporting telephone switching apparatus at a rate of approximately £1 million per month – has been awarded two contracts, worth a total of £345,000, by the New Zealand Post Office.

Flour mill for Thailand

After several weeks of negotiations, the milling division of Henry Simon Ltd., Stockport, have been awarded a £200,0000 contract for the supply and installation of equipment for a new flour mill being built in Bangkok, Thailand. It is claimed to be the first British milling equipment installation in the country.

Switchgear for Libya

A £35,000 contract for the supply of switchgear to a power station at Zuetina, one of Libya's main tanker terminals, has been awarded to Yorkshire Switchgear and Engineering Company Ltd., Meanwood, Leeds.

Pump motors for Thailand and Iran

Orders from Thailand and Iran, valued at about £30,000, for special vertical, hollow-shaft, pump motors have been received by Newman Industries Limited, electric motor manufacturers of Yate, Bristol. The motors will power deep well pumps to be used for irrigation purposes in the two countries.

Tractor shovels for Baghdad

Clark International Marketing SA of Camberley, Surrey, is to supply 14 Michigan 35P front wheel steel tractor shovels, costing £75,000, to the Ministry of Road and Bridges in Baghdad.

Guyana order

A £10,835 order has been received by Paterson Candy International Ltd. from Gillespie Bros. & Co. Ltd., Ling House, London, E.C.2, for Georgetown, Guyana, for the supply of iron removal equipment for two borehole supplies.

Dutch order

Paterson Candy International Ltd., of London, have been awarded a£12,000 order from BIPM, Holland, for the supply of two horizontal pressure filters for the extension of the Seria potable water treatment plant belonging to the Brunei Shell Petroleum Company Limited.

Anglo-Danish agreement for biscuit sales

Huntley & Palmers have concluded an agreement with Jensen & Moller Limited, of Copenhagen, under which H & P biscuits will be distributed and sold throughout Denmark by Jensen & Moller. Last year's exports were valued at nearly £500,000, an increase of 36 per cent on 1967's total.

Canned drinks for Caribbean

Canned soft drinks, including old fashioned ginger beer, made by a Huddersfield firm will soon be on sale in the shops and clubs of the Cayman Islands – a new outlet resulting from a sales drive in the Caribbean by the manufacturers, Benjamin Shaw & Sons Ltd.

Two hundred cases of drinks have been shipped from Hull to this small group of islands which have a fast developing tourist industry.

Turbines for Libya

Orders for three Ruston TA.1500 gas turbines for Libya, valued at over £160,000, have been won against strong international competition by the Ruston Turbine Division of English Electric Diesels Limited.

Mexico buy transformers

A £350,000 contract for 60 MVA 220 kV transformers has been placed with the Yorkshire Electric Transformer Company Limited by The Mexican Electricity Authorities. Yorkshire Electric Transformer Company Limited, is a member of the Aberdare Group.

£90,000 Hong Kong contract

Hong Kong international telephone switching centre – which automatically routes telephone calls from the colony to Australia, New Zealand, Japan, the United States and other countries – is to be extended by a further 70 international trunk circuits under a £90,000 contract placed with the Plessey Telecommunications Group by Cable and Wireless Limited. This is the second Plessey extension to the centre.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Imports from non-member countries into the EEC

THE *Board of Trade Journal* dated March 22, 1968 (page 938) contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate. Details of notices about alterations to this list of products were published in the *Board of Trade Journal* dated May 28, 1969 (page 1529). The *Journal Officiel des Communautés Européennes* No. L173 dated July 15, 1969 contains the text of **Decision No. 69/217/CEE** authorizing France to exclude from Community treatment 'working models of a kind used for recreational purposes, other than wooden' (Tariff Heading No. 97.03B), originating in Japan and freely circulating in the other Member States.

The French texts of the Decisions referred to may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common agricultural policy

THE TEXTS of the following Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 1309/69 determines the amended variable elements, to be applied from July 10, 1969, to the import of certain goods, made from rice, covered by **Regulation (CEE) No. 1059/69** (*Journal Officiel* No. L167 dated July 9, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 1339/69 modifies **Regulation (CEE) No. 210/69** relating to communications between Member States and the Commission in the milk and milk products sector (*Journal Officiel* No. L171 dated July 12, 1969).

Regulation (CEE) No. 1353/69 modifies **Regulation (CEE) No. 1098/68** establishing the methods of application for export refunds in the milk and milk products sector (*Journal Officiel* No. L174 dated July 16, 1969).

Regulation (CEE) No. 1358/69 modifies **Regulation (CEE) No. 789/69** relating to the sale of butter, at a reduced price, to certain enterprises for the manufacture of fat mixtures for export (*Journal Officiel* No. L174 dated July 16, 1969).

Regulation (CEE) No. 1368/69 makes special provisions concerning the lowest refund rate applicable to exports of butter to third countries (*Journal Officiel* No. L177 dated July 18, 1969).

CEREALS

Regulation (CEE) No. 1340/69 further extends **Regulation (CEE) No. 1157/69** so far as it concerns suspending the prefixing of the levy for soft wheat (*Journal Officiel* No. L171 dated July 12, 1969).

Regulation (CEE) No. 1346/69 modifies the levies applicable to hybrid maize intended for sowing (*Journal Officiel* No. L172 dated July 15, 1969).

Regulation (CEE) No. 1354/69 further modifies the Annex of **Regulation (CEE) No. 451/67,** determining the amount of potatoes necessary to manufacture 100 kg. of potato starch (*Journal Officiel* No. L174 dated July 16, 1969).

SUGAR

Regulation (CEE) No. 1359/69 modifies **Regulation (CEE) No. 258/69** specifying the transitory provisions for the quantity of sugar produced over the maximum quota (*Journal Officiel* No. L174 dated July 16, 1969).

OIL SEEDS

Regulation (CEE) No. 1365/69 modifies the Annex of **Regulation (CEE) No. 225/67** which relates to the methods for determining the world market price for oil seeds (*Journal Officiel* No. L176 dated July 17, 1969).

EGGS

Regulation (CEE) No. 1367/69 fixes the rate of the refunds, with effect from August 1, 1969, applicable to eggs and egg yolks exported in the form of goods not covered by Annex II of the Treaty (*Journal Officiel* No. L177 dated July 18, 1969).

RICE

Regulation (CEE) No. 1355/69 determines the marketing centres for rice other than Arles and Vercelli, for the 1969/1970 Marketing Year (*Journal Officiel* No. L174 dated July 16, 1969).

Regulation (CEE) No. 1356/69 fixes the threshold price for blanched rice for the 1969/1970 Marketing Year (*Journal Officiel* No. L174 dated July 16, 1969).

(*Continued on next page*)

EUROPEAN COMMUNITIES, *continued*

Regulation (CEE) No. 1357/69 fixes, for the 1969/1970 Marketing Year, the amounts to be taken into consideration for adjusting the import levies and export refunds fixed in advance for paddy rice, long-grained blanched rice and semi-blanched rice (*Journal Officiel* No. L174 dated July 16, 1969).

Regulation (CEE) No. 1366/69 fixes the compensatory guarantee for paddy rice in stock at the end of the 1968/1969 Marketing Year (*Journal Officiel* No. L177 dated July 18, 1969).

Rules of competition

THE *Board of Trade Journal* dated January 24, 1969 (page 246) contained an announcement concerning an application by SEIFA to the EEC Commission for clearance of an agreement. The *Journal Officiel des Communautés Européennes* No. L173 dated July 15, 1969 contains the text of the Commission. **Decision No. 69/216/CEE** granting negative clearance to this agreement under Regulation No. 17 (see *Board of Trade Journal* dated March 9, 1962).

The French text of this Decision may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Suspension of duties in the common tariff

THE *Board of Trade Journal* dated July 23, 1969 (page 250) contained an announcement about **Regulation (CEE) No. 1226/69** suspending the common customs tariff applicable to certain goods. It should be noted that, under common customs tariff No. 09.04 A1, the suspension of duty on 'pepper, intended for the manufacture of essential industrial oils or resinoids' is total and the suspension of duty on 'other' is at a rate of 10 per cent. Both suspensions are valid for the period July 1, 1969 to June 30, 1970.

FRANCE

Customs modifications

THE FRENCH *Journal Officiel* of July 1 published the following amendments to the French Customs tariff, in accordance with EEC Regulations of June 26 and 30, 1969, with effect from July 1.

Tariff No.	Description	Tariff Rate
39.03 B III	Cellulose acetates: b. Plasticized: 1. Moulding powders	12%
IV	Other cellulose ethers: b. Plasticized: 1. Moulding powders	9·6%
40.02	Synthetic rubber latex; pre-vulcanized synthetic rubber latex; factice derived from oils:	
C	Products strengthened by the incorporation of artificial plastic materials	8%
69.01	Heat insulating bricks, blocks, tiles and other heat-insulating goods of infusorial earths; of Kieselguhr, of siliceous fossil meal or of similar siliceous earths:	
A	Bricks of infusorial earths weighing more than 650 kg per cubic metre	8%
73.38	Articles of a kind commonly used for domestic purposes, builders' sanitaryware for indoor use and parts of such articles and ware, of iron and steel:	
A	Sinks and wash basins and parts, of stainless steel	12%
84.15	Refrigerators and refrigerating equipment (electrical and other):	
A	Evaporators and condensers other than for domestic refrigerators	7·8%
84.17	Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heating, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical:	
C	Heat exchange units	7·2%

Other tariff heading changes with specific periods of operation were set out in an EEC notice published in the *Journal* of July 16, 1969, page 178.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

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Import regulations for meat, etc., for human consumption

THE FRENCH *Journal Officiel* of July 13 announced that the following establishments should be added to the list of abattoirs and processing concerns in Britain, inspected and approved by the competent authorities:

Name and address	Approved no.
Abattoirs	
Bowyers (Wiltshire) Ltd., Plympton, Devon	E.W.S. 75
The Abbattoir, Pontefract Lane, Leeds, 9	E.W.S. 76
Processing establishment	
Bowyers (Wiltshire) Ltd., Beechwood Factory, Plymouth, Devon	E.W.P. 23

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E.59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

GREECE

Changes in import regulations

ADVANCE INFORMATION appeared in the *Board of Trade Journal* of June 25, page 1780 about changes in Greek import regulations. Further information has now been received as follows:

With effect from May 22, 1969:

I. The following items shall be transferred to Schedule F of the import list:

1. Customs Tariff Class 38.11 A/2	Insecticides in aerosol containers.
2. Customs Tariff Class 39.01 A/2	Polyester resins in sterol solution.
3. Customs Tariff Class 73.25 A	Wire cables.
4. Customs Tariff Class 76.04 B	Aluminium foil or strips .007 – .15 mm. thick for packing of cigarettes.

The following items shall be transferred to Schedule P6:

1. Customs Tariff Class 73.14 A	Steel wire imported by manufacturers of wire cables.
2. Customs Tariff Class 84.41 C	Button and button-hole sewing and similar machines.

II. Import licences for the above items which have already been issued and are in force may be adjusted in accordance with the present provisions on application by the importer.

III. The following items shall be included in Schedule A, i.e. they may only be imported with the prior approval of the Committee set up under decision No. 71877/1952:

1. Customs Tariff Class 27.01, 27.02	Coal and lignite dust (sic) of a diameter of up to 20 mm.
2. Customs Tariff Class 90.13 C	Telescopic sights for firearms.

IV. The provisions of para. II of decision No. 16571/1962 shall also apply to the items referred to in decision No. 17048/1963.

V. Approval of the import on credit terms of the items referred to in decision No. 47345/1962 may be granted for a maximum period of six months.

VI. Sub-para. (h) of para. V of Chapter G of decision No. 46600/1961 has been replaced by the following:

'The date on which a film was first shown shall be established by the Bank of Greece on the basis of a statement by the manager of the cinema duly certified in the case of the Athens area by the Athens Inspector of Entertainments Tax and in the case of other areas by the appropriate Inspector of Taxes.'

VII. As a supplement to decision No. 42497/2.7.68, it has been decided that there shall be no liability to the payment of the levy provided in para. 1 of decision No. 46601/1961 even if payment for the goods referred to in the first of the foregoing decisions is effected after the expiry of the prescribed period, provided that it is effected within four months from the issue of the import licence.

VIII. Importers of fishing nets in customs tariff class 59.05 B shall no longer be required to pay four month import deposits.

Any inquiries arising from this notice should be addressed to Board of Trade, Export Services Branch, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466, 467).

Changes in stamp duty levies

THE GREEK Government *Gazette* of June 25 published Legislative Decree No. 226, which provides equal treatment of domestically produced and imported goods as regards the fiscal burden imposed by stamp duty.

Greek-produced goods incur revenue stamp at each transaction up to the point of wholesale to retail sale. Imported goods have previously incurred only a much smaller single stamp duty at point of entry into Greece. This stamp duty on imported goods has now been increased to bring it in line with what is estimated to be the average cumulative stamp duty incurred by each class of locally-produced goods, and the amounts from now on will be as follows:

Percentage	Customs Tariff Class
2·0	Chapters 01; 02; 03.01; 03.02; 04.01; 04.02; Chapters 05 to 10; Chapters 12-14; 15.01 (A); Ex 25.01 to 25.19; 26; 27.01 to 27.05 and 27.09 to 27.16; 40.01 to 40.04; 44.01 to 44.04; 45.01; 50.01 and 50.03; 55.01 (A); Chapter 99.
2.1	76.01 (b).
2.4	76.01 (a).
2.5	04.03 to 04.06; Chapter 11; Ex 15.07; Ex 22.03 to 22.07; Chapters 23; 24.02; 39.01 to 39.06; sub-headings A and B; 41.01; 43.01; 45.02 to 45.04; Chapters 46 and 47; 53.11 to 53.13; 54.01 to 54.02; 56.01 to 56.04; 57.01-57.04; 59.01 to 59.03; 73.01 to 73.06; 73.15 (A); 74.01-74.02; 75.01; 77.01; 77.04 (A); 78.01; 79.01; 80.01; 81.01 to 81.04; sub-headings A; 81.04 (B) 1; 81.04 (C) 1.
3.0	Ex Chapter 15; Chapter 17; 18.02 to 18.06; Chapter 21; Ex 25.01 to 25.19; 25.20 to 25.22; 27.06 to 27.08; 43.04 A and B; 44.05 to 44.12; 44.18; Chapters 48 and 49; 50.02; 55.01 (B); 55.02; 55.03; Chapters 65 to 71; 73.07 to 73.09; 73.15 (B); Chapters 95, 96 and 98.
3.5	Ex 15.07; Chapters 16, 19 and 20; Ex 22.03 to 22.07; Chapters 28 to 38; Ex Chapter 39; 40.05 to 40.06; 41.02 to 41.10; 43.02; 44.13 to 44.17; 44.19 to 44.28; 50.04 to 50.08; 51.01 to 51.03; Chapter 52; 53.05 to 53.10; 54.03 to 54.04; 55.04 to 55.06; 56.05 to 56.06; 57.05 to 57.08; 59.04; 73.10 to 73.14; 73.15 (C); 73.16; 73.17; 73.19; 73.20; 73.21 (B); 74.03 to 74.10; 75.02 to 75.06; 76.02 to 76.07; 77.02; 77.03; 77.04 (B) to (E); 78.02 to 78.06; 79.02 to 79.05; 80.02 to 80.05; 81.01 to 81.03, sub-headings (B) to (F); 81.04 (B) 2 and (C) 2 to (C) 6; 85.01 (F); 85.04 (B); 85.06 (G); 85.11 (C); 85.12 (C); 85.15 (E); 85.19 (E); 85.20 (D); 85.23 to 85.28; 86.09; 86.10; 87.06; 87.12; 87.14 (C); 88.03 to 88.05; 97.05.
4.0	43.04 (C); 64.05; 64.06; 73.18; 73.21 (A); 73.22 to 73.40; 74.10 to 74.19; 76.08 to 76.16; 79.06; 80.06; Chapters 82 to 84; Chapters 90 to 93.
4.5	Chapter 42; 43.03; 50.09; 50.10; 51.04; 53.11 to 55.13; 54.05; 55.07 to 55.09; 56.07; 57.09 to 57.12; Chapter 58; 59.05 to 59.17; Chapter 60; 64.01 to 64.04; Ex Chapter 85; 86.01 to 86.08; 87.01 to 87.05; 87.07 to 87.11; 87.13; 87.14 (A) and (B); 88.01; 88.02; Chapters 89 and 94; 97.01 to 97.04; 97.06 to 97.08.
5.0	Chapters 61 and 62.

The above percentage charges shall be levied at time of import, and shall be refunded in the case of export. The same applies to raw materials which are imported and then exported as finished products, or as parts of finished products.

All inquiries arising from this notice shauld be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

Tendering for government or semi-Government contracts

THE GREEK *Government Gazette* of June 25, 1969, issue No. 121, Vol. I, published the following details of a new decree concerning government or semi-government contracts:

Legislative Decree No. 224

ARTICLE 1

1. In the case of competitions, auctions or invitations for tenders or offers held by the State or legal persons in public law or legal persons in private law associated under contract with, or financed by, the State, counter-offers on the results of such competitions, auctions or invitations for tenders or offers shall not be accepted.

2. Provisions in the existing legislation providing for the submission of counter-offers on the results of competitions, auctions or invitations for tenders or offers held by the legal persons referred to in paragraph 1 shall be rescinded as from the entry into force of the present decree.

This came into force as from June 25, 1969.

Inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482/466/467).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of June 18 issue.

RUMANIA

Industrial centrals

THE FOLLOWING industrial centrals have been established in Rumania on an experimental basis:

Title	Address	City	County	Tel. No.	Director-General	Responsible Dept.
1. Industrial Central for Electronics and Automation (CIEA)	18 Blvd. Kalinin	Bucharest		33-00-90	President: Constantin Faur (also Secretary General of Ministry of Machine Building)	Ministry of Machine Building Industry
2. Industrial Central for Equipment for the Chemical Industry and Refineries	133 Calea Victoriei	Bucharest		16-21-70	Director-General: Gh. Petrescu	Ministry of Machine Building Industry
3. Industrial Central for Lorries and Tractors	Uzinele Steagul Rosu	Brasov			President: Gheorge Trica	Ministry of Machine Building Industry
4. Industrial Central for Ship Building	15 Blvd. Republicii	Galati			President: Panait Melisaratos	Ministry of Machine Building Industry
5. Industrial Central of Factories Producing Rolling Stock	Uzinele de Vagoane	Arad				Ministry of Machine Building Industry
6. Petrosani Coal Central	Petrosani		Hunedoara		Director-General: Roman Petru	Ministry of Mines
7. Hunedoara Industrial Central	Combinatul	Hunedoara	Hunedoara		Director-General: Protus	Ministry of Metallurgy
8. Borzesti Petrochemical Group (Grupul Industrial Petrochimic)	Siderurgic Borzesti		Bacau			Ministry of Chemical Industry
9. Central for Producing Electric and Thermal Power (CIPEET)	25-27 Str. Hristo Botev	Bucharest			Director-General: St. Feldman	Ministry of Electric Power
10. Central for Transport and Distribution of Electric Power (CITDEE)	33 Blvd. Magheru	Bucharest		15-44-70	Director-General: Gheorge Stoica	Ministry of Electric Power
11. Industrial Central for Fine Mechanics and Aeronautics (CIMFA)	133 Calea Victoriei	Bucharest			Director-General: Stefan Ispas	Ministry of Machine Building Industry

Each central will be responsible for a group of related production units – but may not control the entire Rumanian production. For example the Hunedoara Central controls the steel making industries in Hunedoara and Resita but has no jurisdiction over the big steel complex at Galati.

The centrals will be autonomous economic units, responsible for product and market research, development planning, production and stock control, local purchasing and marketing both domestic and foreign. They will be subordinate to their respective Ministries which will still retain responsibility for general policy and approval of proposed new investments. The centrals will use the services of the appropriate state foreign trade enterprises for the purchase of raw materials, components, machinery, equipment and complete installations from foreign sources. The extent to which such purchases can be made from hard currency sources will depend, as before, on the scale of priorities within the approved development plan and the availability of the foreign currency concerned.

Firms whose products are likely to be of interest to the new centrals should write direct to the Director-General concerned enclosing trade literature, to ensure that the nature and scope of their products is known to the management of the centrals. Contracts, however, will continue to be negotiated with the state foreign trade enterprises, a full list of which is available on request. An article describing the method of trading with Rumanian organizations was published in *Export Services Bulletin* of January 2, 1969.

ISRAEL

Import regulations (1)

THE IMPORT of beer and yeast into Israel is now permitted and labelling regulations therefore have been published.

The Israeli Official Gazette *Kovetz Hatakanot* No. 2400 of June 1, has published regulations in respect of combined cargoes and of vehicles in transit through Israel. A copy of these regulations is held by Export Services Branch.

The Board of Trade has received a copy of a Law which amends the Trade Marks Ordinance. A copy is held by Export Services Branch.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Import regulations (2)

THE IMPORT of washing powders, detergents and cleaning materials into Israel is now permitted and regulations therefore have been issued.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Liberalization of imports (1)

THE FOLLOWING additions have been made to the Israeli list of commodities for which import licences are issued without restriction. These goods were liberalized with effect from May 19, 1969.

Tariff No.	Description of Goods	Customs Duty	Purchase Tax
48.01-2020 48.01-9910	Woodfreed paper weighing not more than 55 grams per sq. metre	50% but not less than IL.0·70 per kilo	10%
48.01-3010	Kraft paper for bags of a weight not less than 65 grams and not more than 80 grams per sq. metre and which is used in the manufacture of paper bags of a size not less than 63 x 40 cm.	25% but not less than IL.0·25 per kilo	10%
48.05-4000	Creped paper or paperboard excluding kraft	50% but not less than IL.0·68 per kilo	10%
71.12-1090 71.13-9919	Jewellery and other articles of silver	IL.350 per kilo	20%
76.16-3500	Aluminium discs for the production of collapsible tubular containers	30%	15%
Chapter 84	Hydraulic presses including hydro-pneumatic presses, eccentric presses as per Annex I following	See Annex I following	Exempt
	Electric accumulators in containers of a wall height of 380 mm. or over:		
85.04-2010	Accumulators	30%	Exempt
85.04-3011	Containers	30%	
85.04-3090	Other parts	35%	
	Fork-lift trucks and parts thereof		
87.07-1013	Fork-lift trucks of a lifting capacity exceeding 5 tons	20%	Exempt
87.07-1018	Other	35%	
87.07-1020	Parts	65%	
427	Parts for the production of fork-lift trucks which have been approved by the Director-General of the Ministry of Commerce and Industry as not manufactured locally or to be used as substitutes for the types manufactured in Israel.		
Chapter 91	Clocks and parts thereof as per Annex II following	See Annex II following	Varies from 15% to 35%

Tariff No.	Description of Goods	Customs Duty
ANNEX I		
84.32-2000	Hydraulic presses, including pneumo-hydraulic presses:	
2010	The presses:	
2011	Which have been approved by the Director-General of the Ministry of Commerce and Industry as not being types manufactured in Israel and as not being capable of being used as substitutes for the types manufactured in Israel	Exempt
2019	Other	15%
2090	The parts	15%
84.42-1100	Hydraulic presses, including hydro-pneumatic presses:	
1110	The presses:	
1111	Which have been approved by the Director-General of the Ministry of Commerce and Industry as not being of the types manufactured in Israel and as not being capable of being used as substitutes for the types manufactured in Israel	Exempt

Tariff No.	Description of Goods	Customs Duty
1119	Other	15%
1190	The parts	15%
84.45-9930	Hydraulic presses, other, including hydro-pneumatic presses; eccentric presses:	
9931	Which have been approved by the Director-General of the Ministry of Commerce and Industry as not being of the types manufactured in Israel and as not being capable of being used as substitutes for the types manufactured in Israel	Exempt
9939	Other	15%
84.46-3000	Hydraulic presses, including hydro-pneumatic presses:	
3010	Which have been approved by the Director-General of the Ministry of Commerce and Industry as not being of the types manufactured in Israel and as not being capable of being used as substitutes for the types manufactured in Israel	Exempt
3090	Other	15%
84.47-3000	Hydraulic presses, including hydro-pneumatic presses:	
3010	Which have been approved by the Direcrot-General of the Ministry of Commerce and Industry as not being of the types manufactured in Israel and as not being capable of being used as substitutes for the types manufactured in Israel	Exempt
3090	Other	15%
84.59-1060	Hydraulic presses, including hydro-pneumatic presses:	
1061	Presses that have been approved by the Director-General of the Ministry of Commerce and Industry as not being of the type manufactured in Israel and as not being capable of being used as substitutes for the types manufactured in Israel	Exempt
1062	Other presses	15%
1063	The parts	15%
84.48-2020	Accessories and parts for presses defined in 84.46	15%
84.48-3030	Accessories and parts for presses defined in 84.47	15%
ANNEX II		
91.02	Clocks with watch movements excluding clocks under item 91.03	80% but not less than IL.18·00 per unit plus 20%
91.04	Other clocks which are not clocks with watch movements:	
3000	Clocks controlled by a weight or controlled by a pendulum or by both at the same time	80% but not less than IL.5·00 per unit
9900	Other	80% but not less than IL.18·00 per unit plus 20%
91.07	Clocks with watch movements (including stop watch movements) assembled	80% but not less than IL.18·00 per unit plus 20%
91.08	Other clock movements, assembled:	
1000	For clocks that are operated by a weight or are controlled by a pendulum or by both	80% but not less than IL.5·00 per unit
9900	Other	80% but not less than IL.18·00 per unit plus 20%
91.11-9900	Parts, other	100%

Liberalization of imports (2)

THE FOLLOWING additions have been made to the Israeli list of commodities for which import licences are issued without restriction These goods were liberalized with effect from June 3, 1969.

Tariff Section	Description of Goods	Import Duty	Purchase Tax
	Beer		
22.03-1000	In containers of not more than 40 centilitres	20% plus IL.0·65 per container	Exempt
22.03-9900	Other (in containers up to 1 litre)	20% plus IL.2 a litre	Exempt
48.01-1010	Newsprint	20% plus IL.0·015 per kilo	Exempt
59.07-9900	Textile fabrics of a kind used for the outer cover of books and the like	65% but not less than IL.1·50 per sq. metre	25%
73.38-9990	Articles of a kind commonly used for domestic purposes of iron or steel and parts thereof (including of stainless steel)	65%	Varies from 12½% to 15%
30.04-5000	Plaster coated bandages	80%	Exempt
39.07-1600	Bobbins, spools, cops, cones, cores and similar supports of plastic materials	20%	Exempt
	Oil seals, grease seals, oil retainers		
40.14-4500	of rubber	65%	Exempt
42.04-3000	of leather	65%	
59.17-2010	of textile	65%	
	Oilers, oil cans and grease guns		
82.04-2510	The equipment	65% but not less than IL.2·20 per unit	Varies from Exempt to 12½%
82.04-2590	Parts	65%	
84.18-9914	Oil, air, fuel, filters of a kind used for internal combustion engines	80%	Exempt
85.08-9920	Sparking plugs	IL.1·25 each plus 65%	Exempt

IRAN

Cholera precautions

THE IRANIAN border with Afghanistan has been closed to west bound Afghan and Pakistani land travellers. Other travellers wishing to cross the border by road are subject to between one and three days quarantine whether or not a valid cholera inoculation certificate is held.

Travellers by air from Afghanistan are being quarantined for three days regardless of valid certificates. Air passengers arriving from Pakistan and the East are subject to a medical examination and the taking of pills, provided that a cholera certificate is held. If these latter travellers are fit, they are not being detained. Passengers in transit are strictly isolated at the airport.

Ships, including vessels of the British India Steam Navigation Company, that have touched at Pakistani ports will not be permitted to land cargo or pasengers in Iran.

This situation may be subject to daily change, and intending travellers are advised to contact their travel agents, etc.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

Fourth Development Plan

IRAN'S FOURTH National Development Plan, which covers the period March 1968 to March 1973, has now been published in English. Estimated investment amounting to Rials 810,000 million (£4,500 million) is provided for, 55 per cent in the public sector and 45 per cent in the private sector. Of this figure the allocation to agriculture and animal husbandry totals Rials 66,100 million (£367 million); industry and mining Rials 207,000 million (£1,150 million); oil and gas Rials 94,600 million (£525 million); water and power Rials 99,600 million (£553 million); other sectors – including communications, transport, housing and education – Rials 342,700 million (£1,905 million).

A copy of the Plan may be inspected in the Statistics and Market Intelligence Library, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Any inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508).

JORDAN

Customs tariff amendments

THE JORDANIAN Official *Gazette* No. 2171 of May 15, 1969, published the following amendments to the tariff:

Tariff No.	Article	Unit	Rate
84/52	Calculating machines:		
84/52/a	Electronic machines	*Ad val.*	5%
884/52/b	Others	*Ad val.*	10%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420, 475).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, esential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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PAKISTAN

Budget 1969

VICE-ADMIRAL AHSAN, Deputy Martial Law Administrator, introduced the budget for 1969/70 at a broadcast press-conference on June 28. The main budget proposals include: increases in customs duty on (a) capital machinery and components – to 50 per cent (formerly 35 per cent) for West Pakistan and 30 per cent (formerly 25 per cent) for East Pakistan – (b) agricultural machinery and implements – 5 per cent (formerly nil), plus sales tax at standard rate (15 per cent) – (c) steel billets – 50 per cent (formerly nil) plus sales tax. Billets are also to be transferred from bonus to cash cum bonus. The combined effect of these changes should be to reduce the landed cost by 100 rupees per ton. (d) Thermoplastic moulding compounds to 125 per cent, also to be transferred from bonus to cash cum bonus. (e) Motor cars valued at over 11,000 rupees to 300 per cent (formerly 200 per cent).

Customs duty has been reduced/abolished as follows: (a) on various items of industrial raw materials and components. (b) on parts for motor cycles, scooters and auto rickshaws imported in CKD condition – customs duty and sales tax abolished.

A new scheme has been introduced to unify retail taxes on 12 categories of excisable goods of common consumption. The combined duty will be on a progressive scale linked to fixed prices which are to be displayed on the goods by the manufacturer, with the double objective of stabilizing or reducing prices and of shifting the burden of duty from cheaper to more expensive items in each category. This will result in an overall loss of revenue from the items concerned which include soap and toiletries, art silk fabrics, electric bulbs and batteries, and paint and mild steel products.

Amongst several other changes in excise tax (a) the introduction of duty at 40 paisa per 1,000 cubic feet on natural gas, (b) the reduction in duty on batching oil for the jute industry from 20 to 6¼ per cent, and (c) the introduction of a progressive scale of excise rebate for higher productivity in jute industry.

Sales tax has been reduced or abolished on eight miscellaneous categories, among them electro-medical apparatus (including X-ray equipment).

The main income-tax change is the abolition of the tax holiday for new industries set up after June 30, 1970 in the developed areas of West Pakistan (i.e. Karachi, Lahore, etc.) and a reduction of the holiday in the present 'four years' areas to three years. Tax holidays in East Pakistan are unchanged. Steel, heavy machinery, petrochemical and other capital industries will continue to benefit as before in all locations.

Among other income tax changes are: (a) the introduction of a special depreciation allowance of 15 per cent for industries set up during the fourth plan period, (b) depreciation concessions to encourage the building of workers' housing by industrialists, (c) various measures to increase the burden of taxation upon large unearned incomes, among them the inclusion, for the first time, of agricultural land in property for wealth tax purposes.

Personal income tax has been marginally increased on incomes over 10,000 rupees.

A series of seven 'special measures' have been introduced amongst which are (a) a draft anti-cartel bill published with the budget documents for public discussion, (b) securities and exchange ordinance has been introduced to regulate the stock exchanges, (c) a notification under the Capital Issues Act issued on June 28 to protect the rights of ordinary shareholders *vis-a-vis* the interest of company promoters, (d) the creation of an equity participation fund with a capital of 50 million rupees to be provided from Government and private sector investors for the purpose of investing in small and medium industrial projects which are currently suffering from shortage of equity capital, (e) measures have been introduced to assist the refinancing of bank loans to industry in East Pakistan, and less developed regions of West Pakistan, (f) a rural credit refinance and guarantee fund has been established to encourage further private sector credits to agriculture, with initial priority given to financing fertilizers.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Export Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2278).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7878, Ext. 2653/6) and not to HMSO.*

REPUBLIC OF SOUTH AFRICA

Import Control Regulations, 1969

THE SOUTH AFRICAN *Government Gazette* Notice No. R.1181 of July 11 makes certain changes in the Import Control Regulations for 1969. (Details were given in the *Board of Trade Journal* of January 3, page 43).

The following are deleted from Group 1 – Free List:

1. Weighing machinery (excluding balances of a sensitivity of five centigrammes or better) including weight operated counting and checking machines, but excluding weigh-bridges; weighing machine weights of all kinds	Ex 84.20
2. Balances with or without their weight	90.15
3. Gas supply meters	Ex 90.26

The following are added to Group 4 (B) – Consumer Goods:

1. Graduated or calibrated pharmaceutical glassware	Ex 70.17
2. Pumps of the kind commonly used for the delivery of petrol or lubricating oil, fitted with measuring devices	Ex 84.10
3. Weighing machinery including weighing machine weights of all kinds	Ex 84.20
4. Balances of a sensitivity of five centigrammes or better with or without their weights	90.15
5. Gas supply meters	Ex 90.26
6. Water supply meters for use with piping with an inside diameter not exceeding one inch	Ex 90.26

These changes have been made to control temporarily the import of these goods in order to minimize the costs of conversion to a metric system of weights and measures as far as possible.

Import permits for these goods will be granted freely, provided they are metric weights or measures, or instruments calibrated or graduated according to metric denominations.

Applications by importers for import permits may be submitted at any time to the Director of Imports and Exports, Private Bag 192, Pretoria.

Inquiries about this notice may be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 471/2/3.)

MALAYSIA

Pioneer Industries

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968.

Industries	Products
1. Manufacture of non-ferrous metals rolling, casting and extruding	Aluminium bars, rods, pipes, tubes and sections. Copper bars, rods, angles and pipes. Copper alloy bars, rods, tubes, pipes and angles. Bronze bars, rods, tubes and pipes.
2. Manufacture of miscellaneous chemical products, n.e.s.	Insecticides, fungicides, herbicides.
3. Manufacture and repair of watches and clocks.	Spring driven wall clocks, battery operated wall clocks. Electric wall clocks.
4. Manufacture of sago and tapioca flour.	Tapioca flour. Tapioca refuse.
5. Manufacture of compressed and liquefied gases.	Acetylene gas. Oxygen gas.

This notice means that it has been represented to the Minister of Commerce and Industry that the development and establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of fixed capital expenditure incurred, and up to eight if they further qualify on grounds of (i) location in a development area; (ii) produce a priority product or establish a priority industry; (iii) achieve the required level of local content in production.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before August 15, 1969, of his objections and of the grounds on which they are based.

Import Control (1)

THE MALAYSIAN GOVERNMENT GAZETTE dated July 3, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 12) Order, 1969, which amends the First Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1968 by the addition of:

Heading No.	Description of goods	Country
40.12	Hygienic and pharmaceutical article (including teats), of unhardened vulcanized rubber, with or without fittings of hardened rubber:	
100	Condoms	All countries

This means that the goods described in the second column and originating from any country are subject to special licensing when imported into any part of the Federation.

Notice to West Malaysian Importers No. 8 of 1969 adds to the above by stating that the goods concerned are subject to quantitative restrictions. Import licences will be issued every three months and will be restricted to quotas. The estimated quarter for the first quota is July 3-October 2, 1969.

Any inquiries regarding this notice should be made to Tariff Section, Board of Trade, Room E.47, Export Services Branch, Hillgate House, 35 Old Bailey, London E.C.4 (Tel. 01-248 5757 Ext. 471/2/473).

Import Control (2)

THE MALAYSIAN *Government Gazette* dated July 10, 1969, published the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969.

The four schedules to this order, which are reproduced below, list the protective import licensing requirements in the various parts of the Federation for goods originating from the countries specified in the third column of the schedules. The order does not apply to goods produced or manufactured in the Federation of Malaysia. The Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1968, is cancelled.

FIRST SCHEDULE
Goods prohibited from import into any part of the Federation without import licence

(1) Heading No.	(2) Description of goods	(3) Country
09.01 500	Coffee husks and skins	All countries
	Cereal flours:	
11.01 110	Of wheat or of meslin (including atta flour) in packings of over 10 lbs.	All countries
11.01 120	Of wheat or of meslin (including atta flour) in packings of not over 10 lbs.	All countries
	Meal and groats of wheat or of meslin:	
11.02 101	In packings of over 10 lbs.	All countries
11.02 102	In packings of not over 10 lbs.	All countries
18.02 000	Cocoa shells, husks, skins and waste	All countries
23.02 100	Rice bran ...	All countries
23.02 900	Bran (except rice bran), sharps and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables	All countries
23.03 900	Beet-pulp, bagasse and other waste of sugar manufacture; brewing and distilling dregs and waste; residues of starch manufacture and similar residues, except tapioca refuse and sago refuse	All countries
23.05 000	Wine lees; argol	All countries
23.07 000	Sweetened forage; other preparations of a kind used in animal feeding	All countries
33.06 820	Scented joss paper	All countries
38.11 920	Mosquito coils	All countries
40.12	Hygienic and pharmaceutical article (including teats), of unhardened vulcanized rubber, with or without fittings of hardened rubber:	
100	Condoms	All countries
48.01 512, 48.15 200	Joss paper	All countries
60.04	Under garments, knitted or crocheted, not elastic nor rubberized	China
61.04 180, 280, 380, 980	Infants' under garments, not knitted nor crocheted	China

(*Continued on next page*)

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

MALAYSIA, *continued*

(1) Heading No.	(2) Description of goods	(3) Country
73.11	Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements:	
300	Slotted angles, roll-formed from pre-punched steel strips, whether painted or galvanized or not	All countries
73.15	Alloy steel and high carbon steel in the forms mentioned in heading Nos. 73.06 to 73.14:	
	Slotted angles, roll-formed from pre-punched steel strips, whether painted or galvanized or not:	
650	Of high carbon steel	All countries
660	Of alloy steel	All countries
73.29 100	Transmission chains for pedal cycles of not more than 114 links	China
	Articles of a kind commonly used for domestic purposes, and parts thereof, of iron or steel:	
73.38 110	Enamelled	China
73.38 120	Not enamelled	China
76.15 190	Articles of a kind commonly used for domestic purposes and parts thereof, of aluminium, except cooking and heating apparatus and parts thereof	China
76.15 700	Builders' sanitary ware for indoor use and parts thereof, of aluminium	China
82.11 410	Safety razor blades	All countries
82.11 420	Safety razor blade blanks, whether or not in strips	All countries
83.01 100	Padlocks and other locking devices for cycles	China
83.01 200	Parts for padlocks and other locking devices for cycles falling within heading No. 83.01 100	China
83.11 100	Bell for cycles	China
84.11 110	Cycle pumps	China
84.15 910, 920, 930, 940	Parts for refrigerators and refrigerating equipment (electrical and other)	All countries
85.09 110, 210	Electrical lighting and signalling equipment for pedal cycles	China
85.09 910	Parts for electrical lighting and signalling equipment for pedal cycles	China
87.10 100	Bicycles (including children's bicycles in the normal form of adult's bicycles) not motorized	All countries
87.12 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 298, 299	Parts and accessories of articles falling within Heading No. 87.10 100	All countries
Section XI	Bleached, dyed and printed shirtings	China
	Bleached, dyed and printed sheetings	China

SECOND SCHEDULE

Goods prohibited from import into the States of Malaya without import licence

(1) Heading No.	(2) Description of goods	(3) Country
07.01 500	Cabbages	All countries
10.01 100, 200	Wheat, including spelt and meslin, unmilled	All countries
11.02 409	Rolled oats other than in tins or packages ready for retail sale	All countries
17.04 000	Sugar confectionery, not containing cocoa	China
23.01 110, 920	Flour and meal of fish, crustaceans and molluscs, unfit for human consumption	All countries
25.22 000	Quicklime, slaked lime and hydraulic lime, other than calcium oxide and hydroxide	China
28.19 000	Zinc oxide	All countries
28.38 900	Aluminium sulphate	All countries
28.45 000	Sodium silicate	All countries
29.32 000	Monosodium Methane Arsonate	All countries
34.02 190	Alkylarylsulphonates	All countries
34.02 100, 190	Organic-surface active agents (other than soap) consisting of single substances (not chemically defined), and also those standardized with the addition of inert materials	All countries
34.02 501, 502	Surface active preparations, whether or not containing soap, in liquid form	All countries
38.11 320	Dalapon	All countries
38.19 900	Catalysts containing iron oxide	All countries
39.02 390	Imitation leather of polyvinylchloride in sheets	All countries
41.02 110, 120, 910, 920	Bovine cattle leather (including buffalo leather) and equine leather, except leather falling within heading No. 41.06, 41.07 or 41.08	All countries
41.03 100, 200	Sheep and lambskin leather, except leather falling within heading No. 41.06, 41.07 or 41.08	All countries
41.04 100, 200	Goat and kid skin leather, except leather falling within heading No. 41.06, 41.07 or 41.08	All countries
41.05 110, 120, 180, 190, 910, 920	Other kinds of leather, except leather falling within heading No. 41.06, 41.07 or 41.08	All countries
41.06 000	Chamois-dressed leather	All countries
41.07 000	Parchment-dressed leather	All countries
41.08 000	Patent leather and imitation patent leather; metallized leather	All countries
41.10 000	Composition leather with a basis of leather or leather fibre, in slabs, in sheets or in rolls	All countries
44.24 000	Wooden ice-cream lolly sticks	All countries
44.28 900	Tooth picks	All countries
55.08	Terry towelling and similar terry fabrics, of cotton:	
100	Unbleached	All countries
900	Other	All countries
59.04	Twine, cordage, ropes and cables, plaited or not:	
100	Of jute	All countries
59.05 110	Fishing nets of natural fibres	All countries
59.05 120	Fishing nets of man-made fibres	All countries
59.06 000	Textile fabrics impregnated or coated with preparations of cellulose derivatives or of other artificial plastic materials	All countries
60.03 2, 3, 4, 9	Stockings, under-stockings, socks, ankle-socks, sockettes and the like, knitted or crocheted, not elastic nor rubberized, other than of pure natural silk	China
62.02 121, 122, 131, 132, 141, 142	Cotton towels	All countries
62.02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles:	
	Bed linen:	
111	Of terry fabrics	All countries
112	Of cotton	All countries
119	Of other textile materials	All countries
	Table linen:	
129	Of other textile materials	All countries
	Toilet linen:	
139	Of other textile materials	All countries
	Kitchen linen:	
149	Of other textile materials	All countries
62.03	Sacks and bags, of a kind used for the packing of goods:	
110	Used (second hand)	All countries
120	Unused	All countries
71.14 000	Platinum and platinum alloy catalyst gauzes	All countries
73.01 100, 900	Pig iron, cast irin and spiegeleisen, in pigs, blocks, lumps and similar forms	All countries
73.03 100, 900	Waste and scrap metal of iron or steel	All countries
73.04 000	Shot and angular grit, of iron or steel, whether or not graded; wire pellets of iron or steel	All countries
73.05 100, 200	Iron or steel powders; sponge iron or steel	All countries
73.06 100, 200	Puddled bars and pilings; ingots, blocks, lumps and similar forms, of iron or steel	All countries
	Blooms, billets, slabs and sheet bars and pieces roughly shaped by forging:	
73.07 100, 900	Of iron ro steel	All countries
73.15 210	Of high carbon steel	All countries
73.15 220	Of alloy steel	All countries
	Coils for re-rolling:	
73.08 000	Of iron or steel	All countries
73.15 310	Of high carbon steel	All countries
73.15 320	Of alloy steel	All countries
73.14 110, 120, 130, 140	Iron or steel wire, whether or not coated, but not insulated	All countries
73.15 110	Ingots of high carbon steel	All countries
73.15 120	Ingots of alloy steel	All countries
73.15 910	Wire of high carbon steel	All countries
73.15 920	Wire of alloy steel	All countries
73.40 110, 150	Other cast articles of iron or steel	All countries
73.40 200	Forged articles (including drop forgings and grinding media of forged steel-balls)	All countries
83.13 100	Crown corks	All countries
84.01	Steam and other vapour generating boilers (excluding central heating hot water boilers capable of also producing low pressure steam):	
100	Steam and other vapour generating boilers	All countries
900	Parts	All countries
84.11 190	Air pumps, vacuum pumps and gas pumps of a kind used in sugar manufacture	All countries
84.12	Air conditioning machines, self-contained, comprising a motor-driven fan and elements for changing the temperature and humidity of air:	
910	Of ½ horsepower or less	All countries
920	Of ¾ horsepower	All countries
930	Of 1 horsepower	All countries
940	Over 1 horsepower but not over 2 horsepower	All countries
950	Over 2 horsepower but not over 10 horsepower	All countries
960	Over 10 horsepower	All countries
84.14 000	Industrial and laboratory furnaces and ovens, non-electric	All countries
84.17	Machinery, plant and similar laboratory equipment, whether or not electrically heated, for the treatment of materials by a process involving a change of temperature such as heqting, cooking, roasting, distilling, rectifying, sterilizing, pasteurizing, steaming, drying, evaporating, vapourizing, condensing or cooling, not being machinery or plant of a kind used for domestic purposes; instantaneous or storage water heaters, non-electrical:	
	Heating and cooling plant and machinery:	
110	Evaporators and condensers non-domestic refrigerating equipment	All countries
190	Other	All countries
200	Distilling, rectifying and fractionating plant	All countries
300	Evaporating and drying plant	All countries
400	Roasting plant	All countries
500	Steaming plant	All countries
600	Sterilizing apparatus	All countries
710	Machinery for liquefying air	All countries
750	Special laboratory apparatus and equipment	All countries
800	Other machinery and plant	All countries
	Instantaneous or storage water heaters, non-electrical:	
810	Of copper	All countries
890	Of other base metals	All countries
	Parts:	
910	For sub-heading 84.17 810	All countries
920	For sub-heading 84.17 890	All countries
930	For sub-heading 84.17 110	All countries
999	Other	All countries
84.18	Centrifuges; filtering and purifying machinery and apparatus (other than filter funnels, milk strainers and the like), for liquids or gases:	
100	Cream separators	All countries
	Other machinery and apparatus:	
600	Other (i.e., those suitable for use in sugar manufacture)	All countries
84.19	Machinery for cleaning or drying bottles or other containers; machinery for filling, closing, sealing, capsuling or labelling bottles, cans, boxes, bags or other containers; other packing or wrapping machinery; machines for aerating beverages:	

(1) Heading No.	(2) Description of goods	(3) Country
200	Machinery for aerating beverages	All countries
300	Machinery for cleaning or drying bottles or other containers	All countries
400	Packing or wrapping machinery	All countries
500	Other machinery	All countries
	Parts:	
990	For sub-heading 84.19 200, 84.19 300, 84.19 400 and 84.19 500	All countries
84.24	Agricultural and horticultural machinery for soil preparations or cultivation (for example ploughs, harrows, cultivators, seed and fertilizer distributors):	
100	Machinery	All countries
900	Parts	All countries
84.26	Dairy machinery (including milking machines):	
100	Milking machines	All countries
800	Other machinery	All countries
900	Parts	All countries
84.29 100, 900	Machinery of a kind used in the bread grain milling industry, and other machinery (other than farm-type machinery) for the working of cereals or dried leguminous vegetables, and parts thereof	All countries
84.30 400	Machinery of a kind used in sugar manufacture	All countries
84.36 100, 84.37 100, 84.38 100, 910, 920, 930	Textile working machinery (except sewing machines) including extruding machines for man-made fibres, spinning, reeling, weaving, knitting and felt-making machinery, also machinery (except domestic) for washing, drying, bleaching, dyeing and finishing textile yarns, fabrics or made-up articles, and machinery for folding and cutting fabrics,	
84.39 100, 900	linoleum making and design printing machines, and parts thereof	All countries
84.40 190, 290, 800, 990		
84.43 100, 900	Converters, ladles, ingot moulds and casting machines, of a kind used in metallurgy and in metal foundries, and parts thereof	All countries
84.44 100, 910, 990	Rolling mills and rolls therefor	All countries
84.45 100	Machine tools for working metal or metallic carbides, not being machines falling within heading No. 84.49 or 84.50	All countries
84.56	Machinery for sorting, screening, separating, washing, crushing, grinding or mixing earth, stone, ores or other mineral substances, in solid (including powder and paste) form; machinery for agglomerating, moulding or shaping mineral fuels, ceramic paste unhardened cements, plastering materials or other mineral products in powder or paste form; machines for forming foundry moulds of sand:	
800	Other than concrete mixers	All countries
900	Parts, other than for concrete mixers	All countries
85.01 550	Electrical motors over 100 horsepower	All countries
920	Parts for electrical motors over 100 horsepower	All countries
85.11 110, 190, 910	Industrial and laboratory electric furnaces, ovens and induction and dielectric heating equipment, and parts thereof	All countries
85.20	Electric filament lamps and electric discharge lamps (including infra-red and ultra-violet lamps); arc-lamps; electrically ignited photographic flash-bulbs:	
	Electric filament lamps:	
	For use in decorative illumination of a capacity of:	
132	Not over 60 watts	All countries
133	Over 60 but not more than 200 watts	All countries
	For use in domestic lighting, of a capacity of:	
141	Not over 60 watts	All countries
142	Over 60 but not more than 200 watts	All countries
85.21 120	Thermionic valves and tubes, for use in television transmission and reception apparatus (including cathode ray tubes)	All countries
85.21 200	Television camera tubes	All countries
87.01	Tractors (other than those falling within heading No. 87.07), whether or not fitted with power take-offs, winches or pulleys:	
	Tractors designed for agricultural use:	
110	Pedestrian controlled	All countries

THIRD SCHEDULE

Goods prohibited from import into Penang without import licence

(1) Heading No.	(2) Description of goods	(3) Country
29.23 100	Glutamic acid	All countries
60.03	Stockings, under stockings, socks, ankle socks, socquettes and the like, knitted or crocheted, not elastic nor rubberized:	
1	Of pure natural silk	All countries
2	Of cotton	All countries
3	Of wool	All countries
4	Of man-made fibre	All countries
9	Of other textile materials	All countries
61.03 110, 210, 310, 910	Shirts, other than knitted or crocheted	All countries
73.27	Gauze, cloth, grill, netting, fencing, reinforcing fabric and similar materials, of iron or steel wire:	
200	Netting and fencing	All countries
900	Grills and reinforcing fabric	All countries
73.31 100	Wire nails	All countries
85.03	Primary cells and primary batteries:	
800	For all purposes other than for hearing aids	All countries
900	Parts (including containers)	All countries

FOURTH SCHEDULE

Goods prohibited from import into Labuan without import licence

(1) Heading No.	(2) Description of goods	(3) Country
29.23 110	Monosodium glutamate, other salts or derivatives and preparations thereof	All countries

Any inquiries regarding this notice should be made to Tariff Section, Board of Trade, Room E47, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/472/473).

AUSTRALIA

Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether, having regard to the objectives and other provisions of the New Zealand/Australia Free Trade Agreement, the inclusion in Schedule A of that Agreement of goods listed below would be seriously detrimental to Australian industry.

44.28.9 Unassembled wooden burial caskets.
48.16.1 Gramophone record covers.
62.04 Sails and tents.
82.01.19 Hoes, rakes and drags.
84.11.13 Vacuum pumps.
84.61.99 Automatic shut-off pipe petrol dispensing nozzles.

Details of the tariff items under which the above-mentioned goods are dutiable, may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), not later than August 11, quoting reference no. C.R.E. 1597/69.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list is given on page 238 of July 23 issue.

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NEW ZEALAND

Emergency Protection Authority reports

COPIES of the following New Zealand Emergency Protection Authority reports have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

Tariff Item	Description
90.16.09	Textile measuring machines.
84.32.00	Bookbinders' gathering and stitching machines.
37.02.09	Roll film packed in aluminium containers.
38.07.09	Pine oil.
Ex 29.05.09	Terpineol.

Emergency Protection Authority: temporary protection

THE NEW ZEALAND Minister of Industries and Commerce has received an application for temporary protection for the following item:

Threading and tapping attachments (Tariff item Ex. 84.48.09). The question of temporary protection for this item may, at a later date, be referred to the Emergency Protection Authority. Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 812/69.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757, *Ext.* 7146).

BRASIL

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BRAZIL

Changes in tariff and import duty

UNDER BRAZILIAN RESOLUTION 663 of April 17, 1969, the duty on potassium nitrate containing more than 98 per cent of KNO, which falls within tariff number 28.39.020, was increased from 30 per cent to 40 per cent.

Resolution 667 of May 15, 1969 introduced the following tariff amendment:

Tariff No.	Description	Rate of duty *Ad val. c.i.f.*
85.39	Lamps and tubes for lighting or other purposes, electronic valves and tubes, excluding the photo-electric cells falling within the previous heading:	
023	Other:	
01	Hollow cathode tubes for spectrophotography	15%
99	Other	55%

Under Resolution No. 676 of May 15, exemption from the *ad valorem* duty on low density polyethylene (Tariff Heading 39-02-012-02) is granted if the importer provides evidence of the purchase of national product in the proportion of 100 per cent of the quantity to be imported. The Resolution will remain in force until May 14, 1970.

PERU

Amendment to the Customs Tariff

SUPREME RESOLUTION No. 056-69-IC/DGC, published in the Peruvian *Official Gazette* of July 12 and effective on July 13, 1969, modifies the Customs Tariff by creating the following new tariff heading:

Tariff No.	Description	Specific Duty (Soles per gross kilo)	Duty *Ad valorem*
39.03.2.09	Security seals or closures tubular, cut or uncut, printed or not, specially for sealing jars and bottles	6.00	50%

TRINIDAD AND TOBAGO

Aid to Pioneer industries Ordinance, 1950

THE TRINIDAD and Tobago Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law:

Hand crocheted goods produced on a factory scale.

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for 'pioneer' status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 778, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

JAMAICA

Export Industry Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared approved products for the purposes of the above law:

(i) Magnetic tapes for electronic computer use, and processed papers and cards, excluding key punched tabulating cards.

(ii) Fibre products made from natural and/or synthetic fibres.

Approved manufacturers of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Industrial Incentive Law, 1956

THE FOLLOWING products have been declared approved products for the purposes of the above law:

'Sodium poly-acrylate'.

Applications for the status 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of September 27, 1968, page 865) has been further amended by the deletion of item 102 (peanuts) and the substitution therefor of the following:

'102. Nuts, edible –
(a) Peanuts;
(b) Cashew nuts – processed, in consumer packages;
(c) Mixed nuts – processed, in consumer packages.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

UNITED STATES

Motor vehicle safety standards

THE *Board of Trade Journal* of July 16, 1969 gave notice of a proposal of the United States Federal Highway Administration to introduce a new motor vehicle safety standard relating to inflatable occupant restraint systems or other passive occupant restraints for certain motor vehicles.

The Federal Highway Administration has now announced that it will hold a public hearing on August 27 in the Department of Commerce Auditorium, 14th and E Streets N.W., Washington DC, to discuss this issue.

Interested persons are invited to attend and participate in the hearing. Requests to appear should reach Mr. Clue Ferguson, Director, Office of Standards on Crash-Inquiry Reduction, National Highway Safety Bureau, 1730 K. Street N.W., Washington DC 20591, before August 13, 1969.

Further details of the hearing may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Federal Register July 18, 1969).

Consumer information

THE UNITED STATES Federal Highway Administration has announced a further amendment to the regulations requiring manufacturers of motor vehicles to provide purchasers with information related to the safety characteristics of motor vehicles.

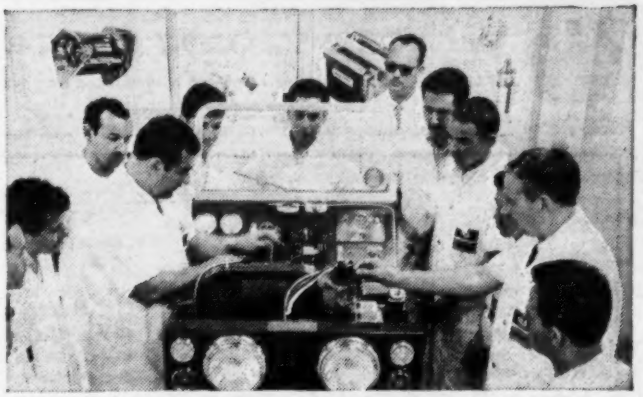
Inquiries about this notice should be addressed to Tariff Section (United States), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Federal Register July 16, 1969).

Instruments and apparatus for scientific and educational institutions

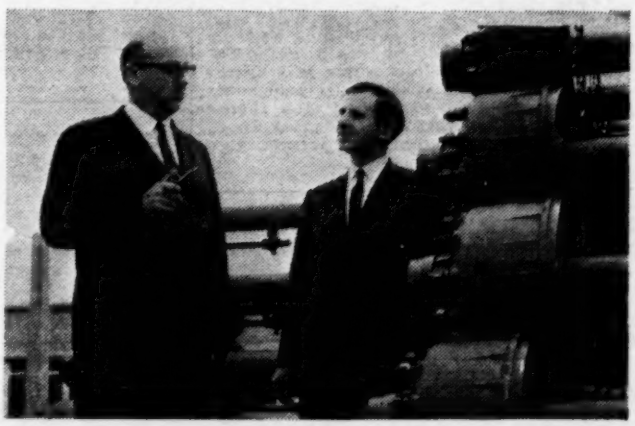
THE UNITED STATES Department of Commerce has announced proposed amendments to the regulations under the Educational, Scientific and Cultural Materials Importation Act of 1966. The purpose of the amended regulations is to prescribe new simplified procedures relating to duty-free entry of certain kinds of instruments and apparatus for non-profit scientific and educational institutions.

Interested persons are invited to submit written views and comments (in triplicate) on the proposed amendments with the General Counsel, Department of Commerce, Washington DC 20230, by August 16, 1969.

Inquiries about this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).



In Guatemala, Lucas (Panama), the area distribution subsidiary of Joseph Lucas (Export) Ltd., successfully introduced towards the end of last year, the first of 16 service schools to provide technical training in Lucas Group companies' products in Latin America and the Caribbean. Picture shows Lucas instructor Mr. Charles Alvarez (left) and area service manager Mr. George Schofield (right) conducting a demonstration session. Guatemala was chosen by Lucas (Panama) for the first school because of its geographical position in the Central American Common Market and because 80 per cent of all commercial vehicles and agricultural tractors in Guatemala are powered with British diesel engines fuelled principally by CAV equipment and fitted with Lucas electrical units. One hundred and fifty students from Guatemala, El Salvador and Honduras attended the six-month school in Guatemala.



At York Trailer's component plant at Market Harborough, Leics., trailer axles earmarked for export to Canada are checked over by Mr. Jack Watson (right), the recently appointed new product sales manager of York's associate company in Canada, Davies Truck Equipment Ltd., Toronto. The Market Harborough factory produces axles, suspensions, fifth-wheel couplers, etc., both for York and for other manufacturers. In fact, over 30 per cent of its production is for customers outside the York group, and of that, more than 70 per cent goes overseas. With Mr. Watson in the picture is Mr. Bob Yuill, chief engineer of York's Product Development Division.

Federal Insecticide, Rodenticide and Fungicide Act

THE UNITED STATES Department of Agriculture has announced Interpretation No. 25 under the United States Federal Insecticide, Rodenticide and Fungicide Act which relates to the labelling of sodium arsenite or arsenic trioxide products.

The interpretation became effective on July 18, 1969.

Inquiries about this notice should be addressed to Tariff Section (United States Division), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457) (Federal Register July 18, 1969).

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Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720382 3

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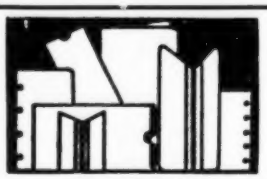

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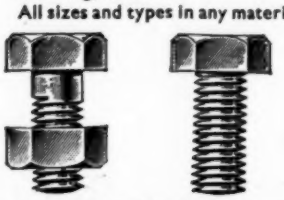

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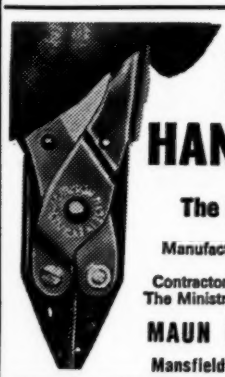

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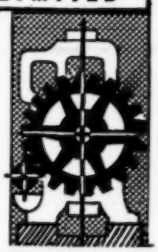

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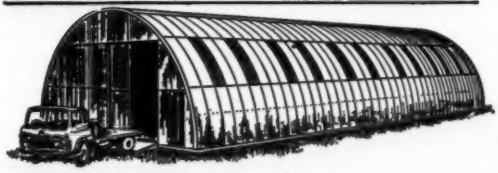

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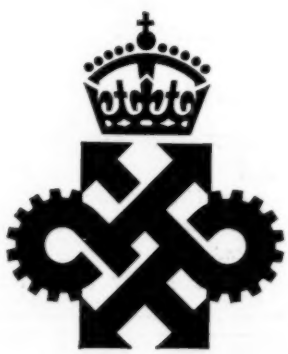

The closing date for receipt of applications is the 31st October, 1969. Application forms may be obtained from the Office of the Queen's Award to Industry, 1 Victoria St, London SW1. Telephone: 01-799 7000